

NEWS SUMMARY

Two killed as siege ends

FRENCH POLICE last night fought a gun battle with security guards at the Iraqi embassy in Paris, after negotiating the surrender of an Arab terrorist who had held eight people hostage in the building since the morning.

Police said that the terrorist's papers identified him as a Palestinian but did not give his name or place of residence.

A policeman and embassy guard were killed, and two other policeman and the terrorist wounded in the shoot-out, which happened as police led the terrorist to a car.

The police inspector in charge of the operation said that the embassy guards opened fire, in spite of the fact that the terrorist was already being held by two plain clothes policemen.

Members of the French anti-terrorist squad hidden in nearby doorways immedi-

ately returned fire and stormed the building. Two of the guards were arrested.

Two terrorists had forced their way into the building in the morning. When challenged by security guards, one ran away, but the other threw a grenade and started shooting before taking the hostages, one of whom was seriously injured.

During negotiations later with Arab ambassadors in Paris, the gunman demanded an aircraft to take him to London, where he intended to negotiate the release of a girl held by police after the grenade attack on the Iraqi ambassador's car last week.

The Iraqi news agency claimed that the terrorist was the brother of former Palestine Liberation Organisation representative Said Hammam, assassinated in his London office last January.

But the French authorities have not confirmed this report. Page 3

GENERAL

Police end jet sit-in

Police were called to Gatwick Airport last night to clear angry passengers from a Venice-bound plane forced to turn back with technical trouble. The Boeing 707 was already delayed by 27 hours because of the French air traffic controllers' dispute and passengers demanded an alternative flight or a refund.

The backlog of delays, now running up to 48 hours for some flights from the UK, is such that it is unlikely that airlines can clear it before the controllers' go-slow resumes for the weekend. Back Page

Poison alert

The Department of Health last night warned people not to eat canned salmon from Canada or the U.S. after four serious cases of food poisoning in Birmingham. Back Page

Letter bombs

Two letter bombs were sent to the Communist daily, the Morning Star, and to Collet's Left-wing bookshop, in London. A woman was slightly injured by the bomb at the newspaper office. Back Page

Lorry ban

Spain has banned lorries with dangerous loads from all roads at weekends and public holidays three weeks after some 150 holidaymakers died when a tanker crashed into a Spanish campsite. Page 2

Sun talks fail

Talks with ACAS, management and journalists to solve the pay dispute that has stopped production at the Sun newspaper for eight days broke down last night. Page 9

Dividends Bill

The Dividends Bill, which extends statutory 10 per cent dividend controls for a further year, received Royal Assent last night and now becomes law. Fifteen other Bills, including devolution legislation for Scotland and Wales, also received Royal Assent. Page 8

Poster complaint

Labour Party has complained to the British Code of Advertising Practice Committee about a poster reporting to show a date queue, which in fact shows employees of the firm which produced the poster. Page 8

Permits granted

Argentinian World Cup soccer stars Oscarito, Arribalzaga and Ricardo Villa have been granted work permits to play for Spurs.

Briefly . . .

Top floor of a Teheran hospital collapsed killing 11 patients.

Two people were killed and nine hurt when a bus hit a queue in Kensington, London.

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISSES	
Excheq, 3pc 1983.....	£11 + 4
Adams and Gibbons.....	81 + 4
Aquascutum.....	51 + 6
Bilton (Percy).....	181 + 5
British Mohair.....	53 + 3
Brown and Jackson.....	160 + 6
Combe and Sons Stores.....	240 + 7
General Elect.....	187 + 4
Flight Refuelling.....	200 + 25
Fortnum and Mason 773 + 25	
Furness Withy.....	253 + 9
Grant Bros.....	98 + 8

FALLS	
Midland Bank.....	348 - 4
News Int'l.....	270 - 8
Wood and Sons.....	43 - 12
BP.....	846 - 10
Hartbeest.....	£141 - 1

ICI stops work on new £80m Teesside plant

BY KEVIN DONE, CHEMICALS CORRESPONDENT

Imperial Chemical Industries is halting construction work on an £80m plant at Wilton, Teesside, because of uncertainty over the project's commercial viability.

The company is pressing ahead designed to allow the eventual

handover of the Wilton VCM plant, but it has suspended the

order of certain key components and the main contractor, Fluor, has been instructed to

negotiate with suppliers on the cancellation of some existing contracts. The plant is

now unlikely to be built for at

least two to three years.

Vinyl chloride monomer is

key petrochemicals intermediate

and is used to manufacture

polystyrene (PVC), one of

the most important basic plastics.

The new VCM plant at Wilton

was announced as part of ICI's

major strategic expansion of

chlor-alkali products (those based

on chlorine and caustic soda) in

both West Europe and the

worldwide investment strategy

has clearly been under threat for

some months. Mr. Maurice Hodson, ICI chairman, warned last

month that the company's pre-

dicted profitability was not to be

achieved by the Wilton plant to

the same time as its planned

expansion of further

projects worth £800m.

ICI admitted yesterday that

until some "commercial uncertainties" had been resolved the engineering programme for the

VCM plant was being reviewed

and "certain procurement work" was being suspended.

As another part of its world-

wide chlor-alkali strategy the

company announced last week

that it was negotiating the £30m-£35m acquisition of chlorine

caustic soda and VCM plants

from Allied Chemical in the U.S.

With the deferral of the UK

plant, it is not possible that

the Wilton plant will be used at

tonnes a year. VCM plant at Wiltonshaven.

Labour News, Page 9

UK loses £500m frigates order from Argentina

BY IAN HARGREAVES, SHIPPING CORRESPONDENT

BRITISH SHIPBUILDERS has with Vosper remaining as first

lost to West Germany a contract

reserve for the order.

There can be little doubt that

Blohm and Voss will reach a

satisfactory conclusion with

Argentina. The only possible

cause of difficulty would be on

the political level.

Within British Shipbuilders,

there has been a strong feeling

that Britain's wrangling with the

juntas over the future sovereignty

of the Falkland Islands, added to

the human rights issues, has

created the worst possible political

background for the negotiations

of a sensitive arms deal.

Since 1976, Britain has had no

ambassador in Buenos Aires and

although a recent delegation from

the Argentinian Navy was well

received in Britain, it has been

suggested that the Foreign Office

did not react with the necessary

warmth to a private visit to

London of Admiral Emilio Massera, commander in chief of the

navy, early last month.

Meanwhile, Vosper, the pri-

erately owned part of the Vosper

Thornycroft warship building

company nationalised last year,

has won a £15m contract to

build five vessels for Kuwait at

its yards in Singapore.

• Sir Roy Mason, the Ulster

Secretary, confirmed yesterday

that Harland and Wolff is to

build a 115,000-ton bulk carrier

for the Orion tank, which will

be the first of a series of 12

ships to be built by 1982.

• Sean Lithgow, a British Ship-

builders company on the lower

Glyde, and the Murchison shipping

group, confirmed yesterday that

they were involved in talks over

the fate of two 285,000-dead-

tonnage ton tankers now under

construction.

• M. Nigel Spearing, Labour MP

for Newham South, who has led

the opposition to the closure of

the tidal basin, welcomed the

biggest problem now is

the need to review the upper

levee levels, working practices, and

productivity.

• Both the Authority and the

unions are being told that it will

delay the re-establishment of a

usable port.</

Japan may stiffen rules on some yen deposits

BY ROBERT WOOD

THE Japanese Ministry of Finance is considering banning the payment of interest on non-residents' yen deposits in Japanese banks.

Ministry spokesmen also said they are discussing tighter limits on dollar credits available to Japanese oil importers. But they stressed that no decision has been taken on either proposal.

Japan has aggressively sought to discourage foreigners' deposits of yen in Japanese banks since last March, when it imposed a 100 per cent reserve requirement on net increases in deposits by non-residents. The object was to discourage speculative short-term investments in yen. The measure means that banks must deposit the entire net increase in non-residents' deposits with Japan's central bank. The deposits could not be lent and could bring in any income to the bank.

Officials are expected to propose that Japanese banks would thus avoid accepting new yen deposits from non-residents and refuse to pay interest on them. But actually banks, unwilling to alienate important clients, have continued to pay interest on some non-residents' deposits. The proposed regulation would ban such payments.

The envisaged restrictions on dollar-denominated credits accepted by oil companies is leading trading companies to continue accepting new yen deposits from non-residents, despite the fact that they are continuing to accept long usage periods, with contracts, denominated in dollars. Some officials believe this is a form of speculation, and it is promoting the yen's rise.

The discussion of new controls comes at a time when there are signs that other Japanese restrictions are significantly reducing exports. The contracts for May indicated

India devalues rupee by 1.3%

TOKYO, July 31.

The rupee was yesterday devalued by 1.3 per cent against the pound sterling because of the continuing decline in the value of the dollar. K. C. Sharma writes from New Delhi. The exchange rate of the rupee is worked out in relation to a basket of currencies, but is expressed in sterling. Spot buying and selling rates have been fixed to give a middle of Rs 5.5 to the pound, as against the previous Rs 5.35. Ever since the dollar started falling, exporters have demanded that the rupee should be devalued.

Although higher prices were blamed for the decline in Japanese auto sales in the U.S., the trading companies said the yen's rise has had a relatively small direct effect on their exports.

Various restrictions abroad and at home were blamed for the expected decline.

American opposition to further Japanese sales and Japanese Government "guidance" has

also been a major factor in the Japanese auto price increases.

On the import side, statistics from the trading companies

showed import contracts increased over the level of a year ago for the first time in eight months. They were 2.3 per cent above the June 1977 figure in yen terms, while export contracts were down 30.7 per cent.

The figure actually indicated the companies had contracted more imports than exports. If the contracts were fulfilled without change, they would yield a trade deficit for Japan of Y2.7bn.

The contracts for May indicated

the major and a fellow army officer, Major Sam Chadian, head of the right-wing militia in southern Lebanon. They have been attacked by left-wingers and others for co-operating with the Israelis and maintaining an open border on the border.

Right-wing militia leaders said

earlier that they would block the deployment of regular Lebanese troops in the southern areas under their control.

A dozen shells landed about

200 yards from where the 800

Lebanese regular soldiers halted.

Their south-bound convoy

stopped at the Kaukaba post of

Lebanon after being told that a

Ethiopian claim to have taken

control of Gash and Sert district

was true.

Mr. Acheampong, the former

Government should be fully repre-

sentative of the people on the

basis of free elections,

time being of the immediate

border area which is controlled

by the Israeli-backed Christian

militias.

As the troops moved into

position, the Government in

Beirut issued an order recalling

the two Christian officers who

have been in command of the

Christian militias in the border

strip. Major Saad Haddad and

Major Sami Chadian have

been ordered to leave their posts

and place themselves at the

disposal of the army command.

Meanwhile the right-wing

Phalangist radio has announced

that nine people have been killed

and 42 wounded in new fighting

between Syrian troops and right-

wing militiamen in the capital.

The fighting was said to have

broken out when a Syrian supply

truck came under fire.

David Lennon reports from Tel

Aviv: Israel fully supports the

Christian forces but is not plan-

ning any independent action to

prevent the Lebanese army's

move south. Israel believes that

the force stopped at Kaukaba is

totally under Syrian domination.

It is believed that the only

reason for moving the troops

into the south is to weaken the

Lebanese forces along the

border.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

It is understood that the

troops will stay clear for the

region later.

The force, backed by 200

armoured cars, moved from

baracks in the Bekaa Valley

and headed east, making the

70-mile journey before noon.

AMERICAN NEWS

Six-month certificates help savings institutions

By John Wyles
NEW YORK, July 31. NEW SIX MONTH savings certificates introduced in the U.S. in June, appear to be giving savings institutions some of the hoped-for protection against the steady climb this year in short-term interest rates.

Money flows into institutions offering mortgages had been dropping dramatically in the first five months of the year, but savers were diverting money into higher-yielding instruments in the money market, such as Treasury bills. Deposits with savings and loan associations, for example, plummeted by 41 per cent in comparison with the equivalent period of last year, thus increasing anxieties that new housing construction would be curbed.

However, according to the Federal Home Loan Bank Board today, the rate of decline was slowed in June when net receipts of new savings at savings and loan associations showed "a less than seasonal drop-off". Mr. Robert McKinney, the Board chairman, claimed that this reflected "widespread saver acceptance" of the new six-month certificates, the rates of which are pegged to the prevailing return on six-month Treasury bills. Savings institutions are allowed to pay 0.25 per cent above the Treasury rate on their certificates while, following a Treasury auction last week, carried an interest rate of 7.88 per cent.

Emergency loan rate to Brazil banks increased

By Diana Smith
RIO DE JANEIRO, July 31. AS OF this week, commercial and investment banks in Brazil must pay the Central Bank 35 per cent and 40 per cent, respectively, as interest on emergency loans equivalent to up to 2 per cent of their monthly deposits. Previous rates were 30 per cent and 40 per cent, respectively.

Emergency loans are to the present equivalent to the former Central Bank liquidity re-discount extended to banks resorting to the Central Bank when in difficulties. Interest rates have been raised in order to put further brakes on the money supply, which has overrun budget estimates, and to discourage individual borrowing.

The commercial banks have been charging an average 5.7 per cent interest rate per annum on loans. The new Central Bank measure can be expected to provoke an early rise in this rate.

THE 1979 U.S. FOREIGN AID BILL

Resentment on Capitol Hill

BY DAVID BUCHAN IN WASHINGTON

PUSHING A Foreign Aid Bill through Congress is always an uphill task. This year, not only are mid-term Congressional elections due; there is talk of tax revolt in the air, and the counterpart of this is that public spending—of which foreign aid is always the most unpopular component—is much under attack. So the job of getting through the 1979 Bill—to be debated this week by the House of Representatives—is positively herculean.

Under attack in particular this time are the multilateral lending agencies such as the World Bank and its "soft loan" affiliate the International Development Association (IDA) and also the smaller agencies like the Inter-American Development Bank and the Asian Development Bank. All of these are heavily dependent on U.S. funds.

A growing body of opinion in Congress resents the loss of control over the increasing proportion of American aid that has been channelled through them. Conservative and liberal wings in Congress both feel that by these agencies are often against American interests, propping up Marxist or oppressive regimes. Protectionists worry that they help foreigners compete against U.S. industry and agriculture.

Further, some Congressmen argue that the agencies often fail to ensure that their loans benefit the poorest people in the poorest countries, while others are merely piqued that many agency officials get substantially better salaries and perquisites than they do.

Leading the battle against the international agencies in this week's debate will be Representative Clarence Long, whose Appropriations subcommittee has already cut the foreign aid allocation to \$1.5bn. \$1.1bn less than the Carter Administration asked for. By far the biggest cut, \$850m, was in U.S. contributions to the IDA and the Inter-American Bank. Now Mr. Long, who has described the two banks as "elitist institutions run by oligarchs, skilled in keeping the crumbs from falling off the table to reach the hungry," will be urging a further cut of \$550m in contributions to them.

The Administration has reminded Congress that the U.S. now ranks 13th among the 17 largest donor countries in terms of the percentage of Gross National Product devoted to official aid. More specifically, Treasury Secretary Michael Blumenthal has pointed out that of the \$3.5bn, which the Administration is requesting next year for the international banks, some \$1.5bn is merely oil projects, on the grounds that tration has voted against cer-

Economic indicators index rose by 0.4% in June

BY DAVID BUCHAN

THE U.S. index of leading economic indicators, widely used to gauge future trends, rose by a respectable 0.4 per cent in June, according to a preliminary estimate released today by the Commerce Department.

This gives little support to fears, expressed by some private economists, that the U.S. is heading for an early recession. The index now shows a rise for every month this year, and the Commerce Department today revised downwards its estimates for April and upward those for May, thus levelling out the slight decline initially recorded in the May indicators.

The Treasury Secretary, Mr.

Michael Blumenthal, and the real growth of 4 per cent this year.

Federal Reserve Board chairman, Mr. William Miller, has recently said that although growth will be slower in the second half of 1978, the economy is in for a soft landing, no recession.

Recessions in the U.S. have traditionally been preceded by several months of decline in the leading indicators.

But the June rise in the index, in which the biggest factor was the increase in residential building permits, is well below the 0.9 per cent increase in the revised figures for April above those of March this year. This makes here as yet another sign that the administration's target of keeping inflation to little more than 7 per cent this year will not be met.

The Treasury Secretary, Mr.

WASHINGTON, July 31.

UK exports to Russia increase by 56 per cent

BY MAURICE SAMUELSON

By David Satter
MOSCOW, July 31. BRITISH EXPORTS to the Soviet Union have continued to increase strongly with a 56 per cent rise in the first half of this year compared with the same period of 1977. Deliveries on major Anglo-Soviet contracts signed last year and in 1976 began to have an impact on the results.

Figures released today by the British Embassy in Moscow show exports in the six months were £85.5m against £144.9m in January-June, 1977.

At the same time, British imports from the Soviet Union fell by 15 per cent to £298.3m compared with £328.5m for the same period of 1977.

The improvement is attributed to major deliveries under the £100m gas compressor station contract signed in December, 1976, and also to a significant but unexplained rise in British exports of non-ferrous metals.

The export figures do not reflect large values for uranium sent to the Soviet Union for enrichment and re-export to Britain and so are believed to reflect a genuine export gain.

The car makers still account for much of the rise. They are currently tooling up for the generation of models which will have to conform to new fuel consumption and emission standards. However, toolmakers who supply other industries, notably aviation, are also optimistic, as they're their customers gearing up for an era of fuel and material saving and high productivity.

The car makers still account for much of the rise. They are currently tooling up for the generation of models which will have to conform to new fuel consumption and emission standards. However, toolmakers who supply other industries, notably aviation, are also optimistic, as they're their customers gearing up for an era of fuel and material saving and high productivity.

The Soviet Union still, however, has not fully utilized the 1975 Anglo-Soviet export credit only £440m to £450m of the £250m credit is believed to have been drawn so far.

Total trade turnover increased 5 per cent during the first half of this year to £524.1m against £497.8m for the first half of last year.

The decline in British trade as an umbrella group to establish a series of joint manufacturing plants in both countries, and is likely to turn abroad for loans of between \$120m and \$180m to finance its schemes, according to Mr. Najmuddin Dajani, Jordanian Industry and Trade Minister. The American-based company envisages setting up plants to produce white cement, ready-made clothing, pig-iron and pesticides, he said in a Press interview.

One of the aims of the original Syrian-Jordanian economic integration drive is to offer facilities for foreign industrialists looking for manufacturing or assembly sites in the heart of the Middle East, the Minister said, adding that this Syrian-Jordanian role in the region was discussed during his visit to Britain earlier in July.

The holding company will act as an umbrella group to establish a series of joint manufacturing plants in both countries, and is likely to turn abroad for loans of between \$120m and \$180m to finance its schemes, according to Mr. Najmuddin Dajani, Jordanian Industry and Trade Minister. The American-based company envisages setting up plants to produce white cement, ready-made clothing, pig-iron and pesticides, he said in a Press interview.

The institute said Commerce Department figures show imports in June totalled 1,366m net tons, down 25 per cent from June 1977, and down 10 per cent from May 1978.

Mr. Kurt Oban, president of the institute, said imports now have declined for both months, May and June, in which the administration hoped might be the 1978 total under Mr. Oban said, however, that

Machine tool orders up sharply

BY DAVID LASCELLES

ORDERS for machine tools in the U.S. are continuing to soar, maintaining the strong trends of the first half of this year and highlighting the strength of industrial investment.

Orders rose by no less than 54 per cent in June, compared to those in the equivalent month last year, to bring the total rise in the first half of the year to 46 per cent—a record, according to figures prepared by the National Machine Tool Builders' Association.

The June total was \$306.3m compared to \$257.3m last year, volume of industrial capital

and up 12 per cent from May's \$254.9m. The biggest surge came in lathes, milling machines, machining centres and other metal cutters, where orders rose 71 per cent. Orders for metal presses were up 8.6 per cent.

The June rise was particularly gratifying to the industry, which increased its prices in April and had expected the next few months to be weak. Most of the machine tool makers canvassed for their opinions also foresaw continuing strength in order for the rest of the year. Apart from evidencing the strength of industrial investment.

The export figures do not reflect large values for uranium sent to the Soviet Union for enrichment and re-export to Britain and so are believed to reflect a genuine export gain.

Deliveries on two other major Anglo-Soviet contracts—the £50m Constructors John Brown contract for a high density polyethylene plant and the £23m Davy Powersgas methanol plant contract—are expected to begin before the end of the year, improving the figures still further.

The Soviet Union still, however, has not fully utilized the 1975 Anglo-Soviet export credit only £440m to £450m of the £250m credit is believed to have been drawn so far.

Total trade turnover increased 5 per cent during the first half of this year to £524.1m against £497.8m for the first half of last year.

The decline in British trade as an umbrella group to establish a series of joint manufacturing plants in both countries, and is likely to turn abroad for loans of between \$120m and \$180m to finance its schemes, according to Mr. Najmuddin Dajani, Jordanian Industry and Trade Minister. The American-based company envisages setting up plants to produce white cement, ready-made clothing, pig-iron and pesticides, he said in a Press interview.

One of the aims of the original Syrian-Jordanian economic integration drive is to offer facilities for foreign industrialists looking for manufacturing or assembly sites in the heart of the Middle East, the Minister said, adding that this Syrian-Jordanian role in the region was discussed during his visit to Britain earlier in July.

The holding company will act as an umbrella group to establish a series of joint manufacturing plants in both countries, and is likely to turn abroad for loans of between \$120m and \$180m to finance its schemes, according to Mr. Najmuddin Dajani, Jordanian Industry and Trade Minister. The American-based company envisages setting up plants to produce white cement, ready-made clothing, pig-iron and pesticides, he said in a Press interview.

The institute said Commerce Department figures show imports in June totalled 1,366m net tons, down 25 per cent from June 1977, and down 10 per cent from May 1978.

Mr. Kurt Oban, president of the institute, said imports now have declined for both months, May and June, in which the administration hoped might be the 1978 total under Mr. Oban said, however, that

More prospective orders for Boeing 767 aircraft

BY OUR OWN CORRESPONDENT

NEW YORK, July 31.

FURTHER PROSPECTIVE orders for the proposed new aircraft from Boeing, the 767, emerged today with a letter of intent to buy 10 of the aircraft, signed by International Lease Finance Corporation, an aircraft leasing company in Beverly Hills.

This is the second announcement concerning the 767 since United Airlines placed a \$1.6bn order for 30 of the aircraft in February and is nearly three weeks ago. Mr. Leslie Gonda, chairman of International Lease Finance, a privately-owned company, said today that negotiations were now under way with Boeing, and that he expected to place a firm order by December.

Mr. Gonda's company owns an undisclosed number of aircraft which it leases to many airlines throughout the world. He claimed today that some of the prospective users he had lined up for the 767s were western European.

U.S. COMPANY NEWS

Carborundum acquisition boosts Kennecott profits: Coal miners see brighter future; Good second quarter performance by Texas Instruments; Reorts International faces \$39,000 fines; Record half-year for U.S. Company News

Los Angeles to put last plan to Olympic body

LOS ANGELES, July 31.

LOS ANGELES will present its "last chance" plan to stage the 1984 summer Olympic Games to the International Olympic Committee (IOC) within two days.

International Lease Finance placed orders for two 737 aircraft valued at about \$22m, to be delivered next February and July.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

The 767 is planned as a 200-seat wide-bodied aircraft, and is to be the main U.S. competitor to the proposed B10 version of the European A300 Airbus.

WORLD TRADE NEWS

Bill on the Arab boycott list shelved by the Lords

BY MAURICE SAMUELSON

By David Satter
MOSCOW, July 31. BRITISH EXPORTS to the Soviet Union have continued to increase strongly with a 56 per cent rise in the first half of this year compared with the same period of 1977. Deliveries on major Anglo-Soviet contracts signed last year and in 1976 began to have an impact on the results.

However, importers of the British peer, the industrial and commercial peer, who feared it would seriously jeopardise British trade with the Arab oil states, decided to introduce a select committee four months ago after receiving a second reading. The committee concluded its report at the end of last week and is believed to have concluded that there would not be sufficient time in the autumn for it to be read again.

The Government's opposition to the Bill was underlined by the refusal of Dr. David Owen, the Foreign Secretary, to testify—ostensibly because he was too busy.

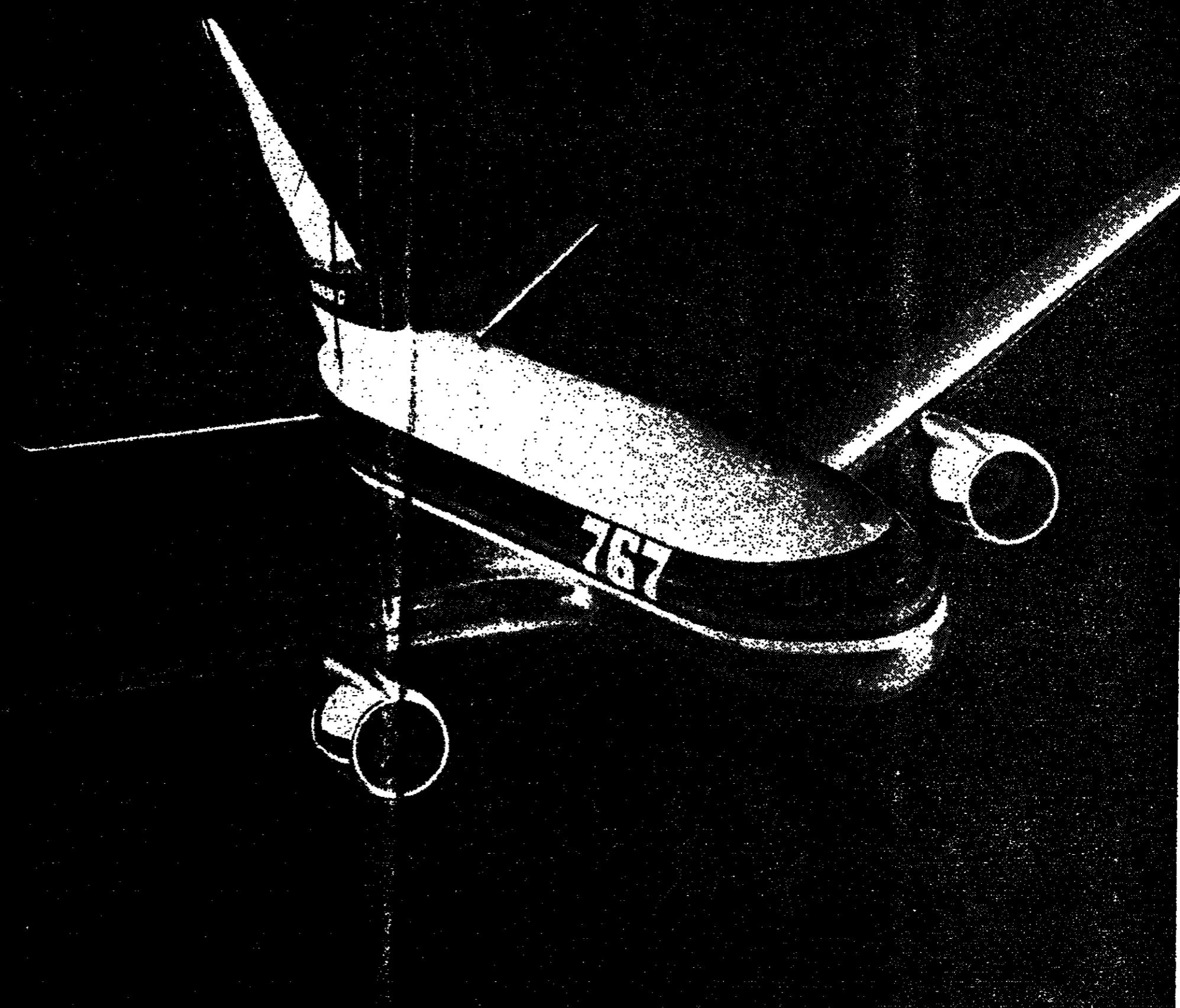
Besides opposing legislation in Britain, Whitehall last week took its anger at the extra-territorial aspects of the U.S. Export Administration Act affecting U.S.-controlled companies in Britain. U.S. regulations which come into force today, require companies to inform the U.S. Government upon receipt of boycott requests or questionnaires.

The U.S. Administration is aware

JPL, 10/15/80

THE NEXT GENERATION:

THE BOEING 767.



With the first orders for Boeing 767s, the next generation of jetliners becomes a reality.

The 767 is a totally new design for the 80s. It establishes new standards of fuel efficiency, comfort and operating economy never before available in a medium range jetliner. It will meet or surpass latest noise regulations.



The wide-body design offers comfort, elbow room, and privacy, with seven-across seating, separated by two wide aisles.

Delivery is scheduled for 1982, when the 767 will take its place alongside other members of the Boeing family of planes: the 727, the most popular jet in history, the 737 Little Giant; the 747 Queen of the Sky.

BOEING
Getting people together

HOME NEWS

Gaming machines in clubs 'hit pubs'

By Kenneth Gooding

Clubs are taking trade away from public houses because they are able to use "enormous" profits on gaming machines to cut beer prices on average by 3p a pint, it was claimed yesterday.

The claim is made by stockbrokers Rowe and Pitman, Hurst Brown in their Breweries Quarterly.

Mr. Philip Shaw, their analyst, suggests that all the growth in the beer market is accounted for by the clubs and the take-home trade.

The losers are the brewers, who suffer from lower margins and reduced profits from their managed pubs, and the tenants of their tied houses.

The Royal Commission on Gambling put forward only one small concession aimed at helping the pubs compete.

So "clubs will continue to undercut public houses on beer prices and the drift from pub to club will continue."

Clubs were allowed to install only machines for amusement with very small prizes, but registered clubs—which there were nearly 30,000—could have gaming machines which offered jackpots of up to £250.

"The net takings are believed to be very substantial, with some very large clubs having machine incomes of up to £20,000 a year."

"One industry source has estimated that on average beer prices in clubs are some 3p a pint cheaper than those prevailing in comparably sited public houses, and gaming machine income has, at its highest, been known to be equivalent to 5p a pint for every pint sold."

National Supply to spend £5m in UK

By Kevin Done

NATIONAL SUPPLY, one of the leading U.S. manufacturers of oilfield drilling and production equipment, is planning to spend £5m to expand its manufacturing facilities in the UK.

Mr. Ted Rogers, company president, said yesterday that the main part of the investment would be used to expand capacity at National Supply's existing factory at Stockport, which employs about 600 people.

The company was also looking for a possible second manufacturing site in the UK and was considering locations in Aberdeen, Edinburgh and Northern Ireland.

National Supply is a subsidiary of Arco Steel of the U.S. Arco last year sold oilfield drilling and production equipment worth \$474m (£250m) worldwide, representing about 13 per cent of group turnover.

National Supply's sales in the UK last year amounted to about £70m. Mr. Rogers said that the expansion of its UK manufacturing base was not dependent on the development of North Sea oil and gas. About 70 per cent of its UK production was exported, and about half of it was sold to the U.S.

New jobs

The UK expansion is still to be approved by the Arco main board, but National Supply hopes to start work on the project, which could create more than 100 new jobs, early next year.

Mr. Rogers said the expansion was linked to developments in the world oil market. The UK is viewed as an ideal base from which to approach this market, particularly because of its bilateral aid agreements with countries such as India and because of its financial connections.

National Supply expected the world market for drilling and production equipment to keep well ahead of general economic growth.

Eastern investments aid pension funds

By ERIC SHORT

JAPANESE, Far Eastern and Australian funds have proved to be the best investment for pension funds over the first half of this year, according to figures provided by pension consultants Harris Graham and Partners.

The funds were the top equity performers, with Anglo-Nippon Exempt, managed by Foreign and Colonial Group, showing a rise of 70 per cent over the period and Japan Fund, managed by Edinburgh Fund, recording a 56.5 per cent rise.

However, the average performance of equity fund was a modest 4 per cent rise over the period—four times the increase of the FT-Actuaries All Share index of 1 per cent.

But it failed to match the movement of National Average Earnings, up 9.9 per cent or the Retail Index. The only fixed-interest Price Index up 4.4 per cent in funds to record a rise were the All-400 out of 52 equity funds cash funds.

Property funds showed the best performance over the correct mix of equities period moving ahead by 8.3 per cent. The best fund was Friends Provident. Property with a rise of 22.2 per cent and even the worst fund showed an increase of 1.4 per cent.

Fixed interest fund, in contrast, showed falls in value averaging 3.4 per cent—on a par with the decline of 3.7 per cent in FT-Actuaries All Stocks-gilt.

PENSION FUND PERFORMANCE, FIRST SIX MONTHS 1978

Equity	% change	Interest	% change	Property	% change	Mixed	% change
Top	+69.8	+3.9	+22.2	+4.3	+0.2		
Average	+4.0	-3.4	+8.3	+0.2			
Bottom	-8.9	-8.8	+1.4	-2.6			

WORKING BRITAIN

PAUL CHEESERIGHT opens a summer series spotlighting areas and products for which they are famous



Gamecock. Bill Coleman's oyster smack, is the only local vessel which regularly fishes the Whitstable oyster grounds. When Harold Rowden, now 73, started as a youngster of 12 there were 80 vessels working.

Whitstable oysters might thrive in clean Thames

The argument is advanced by both breed and fatten locally abandoned the name Scasalter veteran Sherman like Mr. and sold by the Whitstable Ham and Oyster Fishery Company and called itself Scasalter Shell Fish, which still occupies a harbour site but has no oyster dredges.

What it does have is a hatchery—a large number of tanks where both native and foreign oysters are bred for sale and fattening elsewhere.

Mr. John Bayes, explains that the hatchery sells some 20m oysters in total, measuring between 10mm and 15mm across a year, the company has a turnover of about £100,000. It is a business exercise in oyster science.

When the company has some spare cash it might start revitalising the old fishing grounds to which it has title, but Mr. Bayes thinks it would need about £1m to get back into business. He is more worried about paper mill pollution than Mr. Rowden is.

Scasalter Shell Fish is not in the near future likely to put capital at risk even if it becomes available. Its parent is Associated Fisheries, which has more pressing financial problems with which to contend.

* Whitstable Natives, by J. E. Stevens, published by K. C. Hall, £1.

Whitstable Oyster Fishery has storage tanks and other shore facilities and the main asset is a fattening bed, "which produces the best oysters in the world." Mr. Green's main problem, now his firm has effective control of the company, is to raise the oysters with the nourishment that in turn gives them, or used to, a unique flavour.

Conditions may be good for another attempt provided risk capital can be found. The vagaries of the weather put an emphasis on risk.

Traditionally, oysters—usually from other grounds of Whitstable and then parts—but the other Whitstable oysters are fattened on special beds just offshore. If the oyster had been trading five years ago,

5,000 a month

The oyster beds exist by virtue of the levels of salinity in water. Rivulets run into the sea and "the water has a 3 per cent salt solution which is the correct habitat for oysters." The rivulets also provide the oysters with the nourishment that in turn gives them, or used to, a unique flavour.

Whitstable Oyster Fishery still does some small trading in oysters—usually from other grounds of Whitstable and then parts—but the other Whitstable oysters are fattened on special beds just offshore. If the oyster had been trading five years ago,

* Whitstable Natives, by J. E. Stevens, published by K. C. Hall, £1.

Britain has 'worst paid secretaries in Europe'

Financial Times Reporter

BRITAIN'S secretaries are the worst paid in Europe in spite of severe staff shortages throughout the country and record salary increases in London, says a survey published yesterday.

The latest survey of the Alfred Marks Bureau shows that staff shortages pushed up salaries by a record £5.25 a week in London between March and May 1978, bringing the experienced secretary's average wage up to £66.75 a week.

The annual increase in the average £54.75 salary of all central London office staff was 10.5 per cent. This represented a real income gain of 5.2 per cent in pre-tax earnings.

A recent Management Centre (Brussels) survey, details of which are published in the Alfred Marks Bureau's survey, shows that a senior secretary in Switzerland, for example, has a net real salary of £6,055, her counterpart in Belgium, £4,784 and in Germany, £4,355. The British equivalent would receive only £2,315.

Full employment

Demand for qualified office staff in Britain is increasing rapidly. During the next few months, more than 130,000 newly-trained secretaries will be looking for jobs and the Alfred Marks Bureau has forecast full employment.

Mr. Bernard Marks, chairman, said that vacancies registered during the quarter March-May, 1978, in central London increased by 37 per cent in comparison with the same period 12 months ago.

Restaurants will have to show prices

By Our Consumer Affairs Correspondent

PROPOSALS FOR restaurants to display food and drink prices outside their dining area were published yesterday by the Department of Prices.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.



"The Return from the Kermesse" by Pieter Bruegel the Younger, which was sold on July 7 by Christie's for £260,000.

London auction houses raise take by 29.8%

SALES THROUGH the four main London auction houses in the year now closing totalled £282.5m, against £217.8m for the 1976-77 season. The rise of 29.8 per cent owes much to the works of art and books." Of the £303,000 lots sold, 62 per cent went for £200 or less.

Overseas acquisitions of fine art to London are largely responsible for an increase in the worldwide net sales of Sotheby Parke-Bernet (the full name) to £162.5m, against £123.9m last year, a gain of 31 per cent. American sales realised £60.9m, a rise of £16.8m on the previous year.

Christie's London and overseas sales totalled £89.1m compared with £68.4m in the previous year, an increase of 34 per cent. Christie's Park Avenue saleroom in New York concluded its first full season and took £18.3m with premium, for 53 sales.

Turnover at Phillips was another record, at £23.8m against £21.5m in the year to August 1977—a rise of 10.7 per cent. The house has doubled its turnover in four years.

For Bonhams' the rise was 25 per cent, to £7.5m. Its major departments, furniture and oil paintings, showed gains of 35 per cent and 33 per cent respectively.

Christie's held 1,127 sales in three sales on owners' premises.

SALEROOM

BY PAMELA JUDGE

People went to the sales and the viewing galleries, an increase of 10.5 per cent.

Impressionist and contemporary works accounted for £23.3m (£16.5m), jewellery for £21.7m (£17.5m) and modern pictures £20m (£14.1m), other coins and medals sold for £900,000, compared with £1.3m.

In September there are to be three sales on owners' premises.

Reporting the record turnover of Phillips, Mr. Christopher Weston, chairman, was also looking to the future. He expects his company to conduct 1,000 or more auctions in the coming year, including 33 in New York between September and December.

Christie's held 1,127 sales in three sales on owners' premises.

Traders, the representative body for the industry, is likely to meet the Japanese authorities later this year.

It is likely that the Department of Trade will stay on the guidelines and see how successful the society is in its negotiations before making a final decision.

No formal meetings have been arranged as yet. But the Society of Motor Manufacturers and

Traders, under which the Japanese Ministry of International Trade and Industry monitors Japanese shipments to the UK, came yesterday from Mr. Doug Hoyle, Labour MP for Nelson and Colne.

He said after a meeting with Mr. Edmund Dell, the Trade Secretary, that he would be urging the Government towards a tougher stance on the issue.

Pressure to renew the agree-

ment, under which the Japanese Ministry of International Trade and Industry monitors Japanese shipments to the UK, came yesterday from Mr. Doug Hoyle, Labour MP for Nelson and Colne.

He said after a meeting with Mr. Edmund Dell, the Trade Secretary, that he would be urging the Government towards a tougher stance on the issue.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

The draft regulations require restaurants and cafes to give customers the opportunity before entering of seeing prices, information about service charge, cover charge, VAT and any minimum charge.

The Government's new system of price controls, announced early last month, comes into force today.

It replaces the more rigid controls of the old system with a more flexible system of negotiations into prices as outlined in the 1977 Price Commission Act. Only increases which will yield over £1m will need to be justified by information comparable to that which has been required.

</

THE NORWEGIAN STATE AND MUNICIPAL POWER CONSORTIUM
SIRA-KVINA KRAFTSELSKAP

7½% Sterling/Deutsche Mark Bonds 1983

S. G. WARBURG & CO. LTD., announce that Bonds for the amount of £460,000 have been drawn in the presence of a Notary Public, for the redemption instalment due 1st September, 1978.

The numbers of the Bonds so drawn are as follows:—

£500 Bonds											
12033	12048	12074	12095	12101	12121	12138	12144	12150	12157		
12164	12173	12185	12192	12199	12201	12205	12208	12215	12247		
12254	12283	12296	12302	12333	12339	12347	12354	12362	12371		
12387	12420	12447	12454	12460	12469	12516	12523	12532	12541		
12548	12556	12562	12580	12604	12611	12619	12625	12738	12761		
12621	12628	12635	12642	12648	12654	12680	12804	12802	12911	12918	
12925	12950	12950	12959	12969	12974	12984	12989	13003	13061	13061	
13067	13079	13086	13103	13112	13118	13125	13156	13162	13162	13162	
13189	13208	13213	13228	13238	13248	13276	13286	13297			
13302	13315	13321	13333	13340	13364	13394	13405	13416	13432		
13374	13381	13381	13387	13387	13402	13500	13516	13524	13543		
13550	13580	13589	13587	13585	13604	13629	13636	13642	13656		
13657	13672	13681	13689	13736	13745	13773	13778	13782	13820		
13829	13838	13846	13857	13865	13879	13896	13912	13917	13924		
13935	13942	13948	13997	14004	14012	14023	14029	14038	14042		
14047	14054	14062	14068	14086	14088	14098	14111	14142	14159		
14246	14256	14361	14367	14375	14381	14404	14408	14434	14441		
14469	14518	14562	14570	14592	14601	14606	14613	14620	14630		
14633	14648	14659	14669	14676	14698	14726	14747	14765	14788		
14793	14805	14814	14819	14871	14877	14917	14922	14929	14936		
14842	14849	14856	14862	14875	14882	14892	14903	15043	15051	15070	
15091	15121	15139	15151	15161	15161	15165	15172	15175	15181		
15258	15264	15452	15452	15482	15490	15505	15516	15517	15528		
15567	15574	15580	15588	15593	15600	15607	15626	15632	15632		
15635	15644	15663	15669	15677	15682	15690	15697	15703	15709		
15735	15737	15742	15742	15760	15765	15772	15811	15817	15828		
15881	15899	16013	16030	16048	16070	16076	16085	16092	16097		
16109	16116	16123	16138	16145	16152	16157	16165	16171	16176		
16184	16198	16205	16213	16220	16241	16254	16260	16282	16292		
16287	16297	16349	16362	16369	16375	16382	16388	16395			
16400	16408	16429	16436	16446	16454	16460	16465	16472	16478		
16534	16544	16563	16573	16587	16602	16610	16615	16621	16628		
16636	16660	16666	16673	16684	16696	16718	16729	16744	16752		
16755	16764	16771	16783	16808	16813	16833	16855	16871	16887		
16828	16840	16847	16853	16859	16865	16883	16899	16909	16913	16918	
16932	16933	16940	16947	16953	16959	16965	16983	16999	17000		
17074	17143	17152	17169	17173	17187	17193	17198	17202	17207	17212	
17264	17272	17277	17294	17304	17311	17323	17325	17333	17335	17358	
17360	17366	17388	17393	17421	17427	17437	17453	17485	17487	17493	
17482	17499	17508	17555	17576	17595	17607	17628	17640	17644	17651	
17704	17718	17718	17731	17738	17751	17757	17763	17770	17795		
17784	17791	17797	17802	17807	17807	17810	17815	17816	17837	17847	
17855	17862	17875	17882	17887	17893	17903	17911	17916	17930	17937	
17962	17975	17982	17987	17994	17998	18008	18019	18026	18028	18034	
18241	18248	18256	18270	18276	18286	18300	18307	18313	18319	18329	
18332	18337	18345	18355	18361	18362	18382	18389	18426	18432	18454	
18461	18487	18496	18504	18511	18511	18517	18524	18530	18536		
18558	18570	18576	18590	18605	18613	18619	18630	18638	18646		
18620	18625	18635	18645	18655	18662	18672	18682	18692	18701	18740	
18764	18772	18778	18785	18816	18823	18829	18835	18841	18848	18857	
18855	18862	18869	18874	18882	18883	18893	18903	18911	18920	18929	
18937	18946	18950	18956	18972	18984	18989	19008	19019	19026	19026	
19032	19039	19052	19062	19079	19085	19098	19103	19112	19118		
19132	19138	19144	19151	19157	19193	19201	19208	19214	19307		
19241	19248	19257	19264	19271	19277	19283	19290	19296	19301	19301	
19354	19357	19367	19377	19385	19391	19403	19409	19428	19434	19434	
19424	19481	19486	19493	19500	19507	19517	19521	19527	19531	19531	
19524	19531	19537	19544	19551	19557	19563	19569	19575	19581		
20342	20347	20354	20361	20464	20469	20476	20483	20490	20495		
20503	20514	20522	20528	20534	20540	20548	20554	20560			
20567	20574	20579	20587	20593	20598	20604	20612	20619	20625		
20624	20628	20648	20651	20658	20665	20671	20677	20683	20690		
20761	20765	20770	20774	20780	20784	20791</					

LABOUR NEWS

Sun pay talks break down over lack of productivity offer

BY CHRISTIAN TYLER, LABOUR EDITOR

TALKS ON the pay dispute that has stopped publication of the Sun newspaper for eight days broke down last night.

Representatives of the management and of the 220 journalists sacked last week for going on strike spent nine hours with the Advisory Conciliation and Arbitration Service. No settlement was reached; no further meeting with ACAS arranged, and the chances of the newspaper appearing this week look slender.

The conciliation efforts broke down when representatives of the National Union of Journalists insisted that the strike could not be called off until the management had offered cash in recognition of higher productivity.

The management said it could not offer cash until the journalists had returned to work and entered into negotiation on a range of issues.

The journalists are claiming a productivity payment of 12½ per cent on top of a 10 per cent Phase Three rise—an average rise of about £2,000.

The dispute is complicated by the fact that the Prices Commission is to decide today whether to approve a 1½ per cent increase for the Sun, which has a circulation of about 4m.

Civil servants' pay talks to resume

BY PHILIP BASSETT, LABOUR STAFF

TALKS ON the pay dispute involving 183,000 industrial civil servants will be resumed today as support mounts for tomorrow's one-day national strike by the Government workers in support of their claim.

Discussions on the pay claim, which is bound by the Phase Three guidelines, broke down almost a month ago after union representatives rejected the Government's second pay offer.

Today's talks are the result of an initiative from 11 general secretaries of the unions involved in the pay claim.

Negotiators from the unions' joint co-ordinating committee hope for movement from the Civil Service Department on the 10 per cent offer and on comparability, which worked out last week in talks between the union general secretaries and senior Ministers, including Mrs Denis Healey, Chancellor, and Lord Port, Lord Privy Seal.

The formula committed the Government to not interpreting the 10 per cent pay policy more rigidly for Government industrial workers than for other comparable groups, and for undertaking pay comparisons with industrial workers in the private sector.

A commitment on pay comparisons, as well as "substantial" pay increases and consideration of supplements from Phases One and Two was a major part of the industrial

Merchant navy officers' claim 'ignores reality'

BY NICK GARNETT, LABOUR STAFF

MERCHANT NAVY officers, who last year threatened to half British shipping in a dispute over salaries, yesterday submitted a 14 per cent pay claim.

The employers said they were "astonished and dismayed" that the officers' unions had ignored the bleak reality of the present shipping recession.

Mr. Graham Turnbull, leader of the General Council of British Shipping's negotiating team, repeated a statement earlier this month that the employers' offer would be dictated by the industry's ability to pay. "The situation here is very bleak," he warned.

The claim was made by the Merchant Navy and Airlines Officers' Association, the Amalgamated Union of Engineering Workers, the Merchant Service Association and the Radio and Electronic Officers' Union, which together represent the 43,000 officers.

The claim involves a 14 per

Funeral men backed

BY OUR LABOUR STAFF

SIX FUNERAL WORKERS, who were expelled from their union and initially from their jobs for breaking a gratuities agreement, were recommended yesterday for reinstatement in the union by the Independent Review Committee. The company was urged to consider re-engaging them.

The six men were all members of the National Union of Funeral Service Operatives and worked under a closed shop agreement for the Colchester and east Essex Co-operative Society. In

VIOHALCO
Group of Companies
ATHENS-GREECE

Correction to the Annual Report which appeared in the Financial Times on July 12, 1978

The last paragraph of the report of "SIDENOR" Steel Works of Northern Greece, should read:

"After deduction of dividend taxes, net profit and reserves transferred for distribution amounted to Dr. 185,825,261. Of this Dr. 11,000,000 were allocated to the Ordinary Reserve and Dr. 157,773,263 for a gross dividend of Drs. 1,35 per share."

ICI offers a revised wages structure

BY NICK GARNETT, LABOUR STAFF

IMPERIAL CHEMICAL Industries yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

The unions have been refusing to co-operate in training artificers at the company's Wilton site, partly because of the erosion of wage differentials between different grades of workers within the company.

Yesterday's offer was made at a sub-committee meeting of the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected by the company's "fairly firm" position, would be discussed with local officials and shop stewards at all the company's sites. If the reaction was favourable, full national talks on pay differentials between different grades of workers within the company.

ICI has so far shut one of its two ethylene crackers at Wilton, together with part of a plastics plant and a propylene plant. A fourth plant, a petrochemical resin

plant, is to close this week.

The commissioning of a new £20m ethylene oxide derivatives plant has also been delayed.

Mr. Miller said that any wage restructuring would have to be

done across the board for all sites yesterday made proposals to ICI's national union-management grades covered by the agreement to restructure the national pay negotiating structure.

Mr. John Miller, the Transport and General Workers' Union national secretary for chemicals, said the proposals, which were severely affected

Management

JOHN BOREHAM this morning political or commercial advantages over as Permanent Secretary. Indeed, the Government of one of the most respected departments in the white of in advance exactly when the Whitehall and one of the most main economic statistics will be published, with the result that influences. He succeeds Sir politicians, fit their election Claus Moser in the twin posts dates round, say, the trade of director of the Central Statistics Office and head of the Government Statistical Service.

This means that he is officially responsible at the official level for the provision of a mass of statistical information to the Government and the public, advising ministers both on the quality of the figures and the trends they show.

The essence of the operation is the maintenance of the integrity of the statistics, especially given the time constraint: the UK produces its main monthly economic indica-

New figure in charge of statistics

lors much more quickly than other countries.

Work has been under way to see why discrepancies occur, though there are no easy solutions. For example, there is often a large, unspecified balancing item in the quarterly balance of payments figures which can be as big as the current or capital account imbalances. The problem is that the non-visible trade items, such as the City's financial transactions, are effectively estimated from other figures and a direct recording, as on visible items, would involve a disproportionate cost.

On this theme, John Boreham readers and of the need to believe that closer relationships increase the burden of form-

A related problem is that of items associated with discrepancies in the monthly figures and revisions. One idea is circulating to reduce the amount of paper fluctuations in the monthly figures. The aim is never to monitor how a transaction is recorded internally by a particular company and then to compare this with how it is recorded in official figures to be of interest anyway.

The CSO has been determined to serve the outside public as much as the rest of Whitehall. A feature of Sir Claus Moser's period has been the expansion of the range and quality of the Government's statistical publications, notably the introduction of Social Trends and the

has been in Whitehall since 1950, has been closely associated with this work in his capacity as what he calls the chief describer of the CSO. A review of his publications is three-quarters complete and this may be followed by the redesign of some of the older ones such as the Monthly Digest and Annual Abstract.

A key constraint on both the publications and the work done internally by the CSO is numbers of staff. The tight limit on public spending has meant that the number of professional statisticians in the CSO has stopped growing, and there is the right mix of social protection policies. It is this way, the new developments, although there is certainly no shortage of possible projects.

John Boreham would ideally

PETER RIDDELL

Why can't a woman be more like a manager?

AT THE end of the press conference at which the British Institute of Management unveiled its Managers' Manifesto, one female journalist demanded to know why the BIM had omitted to declare its stance on the issue of women in management. Sir Derek Ezra and Roy Close, chairman and director general respectively, first looked slightly abashed — it had obviously not occurred to them that they might have included it—and then, in all innocence, they announced simply that there was no prejudice against women in management.

While it is questionable whether the matter should have been included in the manifesto, it is revealing that two such notables in the world of management could declare in good faith that the problem does not exist.

Those businessmen who also believe that women have as fair a chance as their male counterparts to climb the management ladder, might well question why there are hardly any women in management.

Some interesting evidence on the extent of the problem is emerging from Ashridge Management College. As part of a Training Services Division research project, Lorraine Paddison has been studying 10 selected organisations. The project is being conducted in two parts. The first, which is now complete, was a study to see why women were making little inroad into managerial positions.

The second, which makes the project somewhat different from

most research studies, is more in line with a management consultant's role than an academic's. Within each of her 10 organisations Paddison and her team will be looking at ways in which the companies might overcome the inhibiting factors which are preventing women from succeeding in management.

Problems

The companies comprise a varied batch of differing sizes, although most are familiar names within their fields and, as Lorraine Paddison likes to emphasise, each has unique problems.

Among the organisations are a clearing bank (40,000 employees); a paper manufacturer (10,000); a fashion retailer (2,000); an electronic group (45,000); a television company (2,000); a photographic materials manufacturer (10,000); a district council (700); and a chemical company (700).

Although each company's problems may be unique, Paddison has determined some general trends and reasons as to why women do not succeed in management. These, she warns, are rather superficial—the real lessons will be learned from the detailed programmes within the companies—but for those managers (male) who deny that female managers have a harder time, her evidence may be revealing.

Her studies have shown three basic reasons why women have not succeeded in management. She calls them: structural:

BY JASON CRISP

factors associated with women only by the bank. Of course themselves, and company those women with great determination and drive — often greater than their male colleagues—will take the exams to reach, around the age of 25, supervisory grade.

In this grade bank employees have to be reasonably mobile, spending on average two years at each branch. This provides another problem. It is an age at which people are thinking of marriage, and a clash develops if the husband and wife have careers which look like taking them to different corners of the country.

By their mid-thirties career bankers may expect to be branch managers, but, of course are still expected to be mobile. Paddison notes that those women within the bank who have become managers are over 40 and single. Apparently they led traditional lives until they were about 30, when it was noticed that they were not married and it was suggested that they took up a career.

How to solve these types of structural problem is far from easy, as Lorraine Paddison is the first to recognise: "Are we saying that if a woman wants to be a manager she must be able to offer herself on the same basis as a man? Or is it reasonable that she still don't attempt them?"

There is also the difference in attitude among the more flexible for women?" This is obviously a very important point. How much can the men expect to get on—encouraged by the important point. How much can the women do? A company reasonably be persuaded to do to provide women with a greater opportunity to

succeed? The strongest argument—though it may not carry much weight with individual management—is that they are wasting a rich seam of talent. But a factor more likely to influence the companies is outside social pressures.

The second main reason why Lorraine Paddison found that women were not succeeding was "women themselves". A major disadvantage they have compared with men is—surprise, surprise—that of childbearing. A lot of women whom she interviewed saw themselves quite clearly as either having children or a management career.

Perhaps less obvious is that, according to her research, women have less confidence than men at any given age or with any qualification. Asked to

describe their strengths and weaknesses within their jobs, women always began by describing their weaknesses, and were much more diffident about their strengths. Asked to assess their male colleagues, the women tended to adopt almost exactly the opposite approach, as did the men about themselves.

She does, however, have an understanding for the man who like many top managers fought in the war, struggled to qualify afterwards, and battled his way up through a male career structure. She points out that it is rather inevitable that his views of women are fashioned by the only ones he knows—his secretary and his non-working wife. (Another interesting aspect thrown up in the research is that successful managers do not have career wives.)

The exceptions, and this is Paddison's personal view, are those men with daughters who are easily obstacles can be removed

have a more positive attitude to the problems of women. How those men with daughters who will not be seen until Lorraine they don't at the moment."



Lorraine Paddison: "Are we saying that if a woman wants to be a manager she must be able to offer herself on the same basis as a man?"

are struggling to take up a Paddison completes the second career themselves.

As the companies involved were all keen to participate in the scheme they are presumably anxious to find out for themselves from an objective out-

There remains the doubt as to how many women do want to go into management. Paddison replies: "I don't think there are large numbers of women bursting at the gates but there are have a more positive attitude to the problems of women. How easily obstacles can be removed

those men with daughters who will not be seen until Lorraine they don't at the moment."

Technical News

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

METALWORKING

Reclaimed swarf to offer big savings

WILD STEEL machining swarf pacted has tended to have inferior mechanical properties and finished products made from it have displayed poor surface finish, whether they have been forged or extruded.

PERA's method involves an initial comminution of the swarf into a clean and virtually free powder which is then compacted into billets. After sintering, the billets are reheated and then extruded or forged to give components of good mechanical properties and densities as high as 99.6 per cent of the original material.

Examination of the surfaces of the forgings revealed that powder particles had been used. But this did not cause surface breakdown and a sound surface was maintained during cutting.

Agreement has been reached for an extension of the study to making specific components from swarf with extensive testing, and major engineering concerns will take part with support from the DfT through the appropriate Requirements Board.

PERA, R and D Division, Metal Mart, Moulton, Leicestershire LE13 0PE. 0664 4133.

WELDING

Makes a tiny joint

DEVELOPED SPECIFICALLY for micro-welding needs of the electronics industry, the PWH 20 precision welding head assembly, directly with the Hargreaves VTA 60 imported from the U.S.

Maximum electrode stroke is 25 mm, adjustable down to 10 mm, while the electrode force can be varied from 14 grams to 8 kg. The mass of the moving parts is low, giving fast electrode follow-up, and the electrode moves in a straight line. The vertical work opening is 57 mm.

More from the maker, Hirst Holden and Hunt, Chapel Road, Tuckersmill, Camborne, Cornwall (0209 716101).

The side-to-side distance occupied by the welder is only 40 mm.

PROCESSES

Print rollers made fast

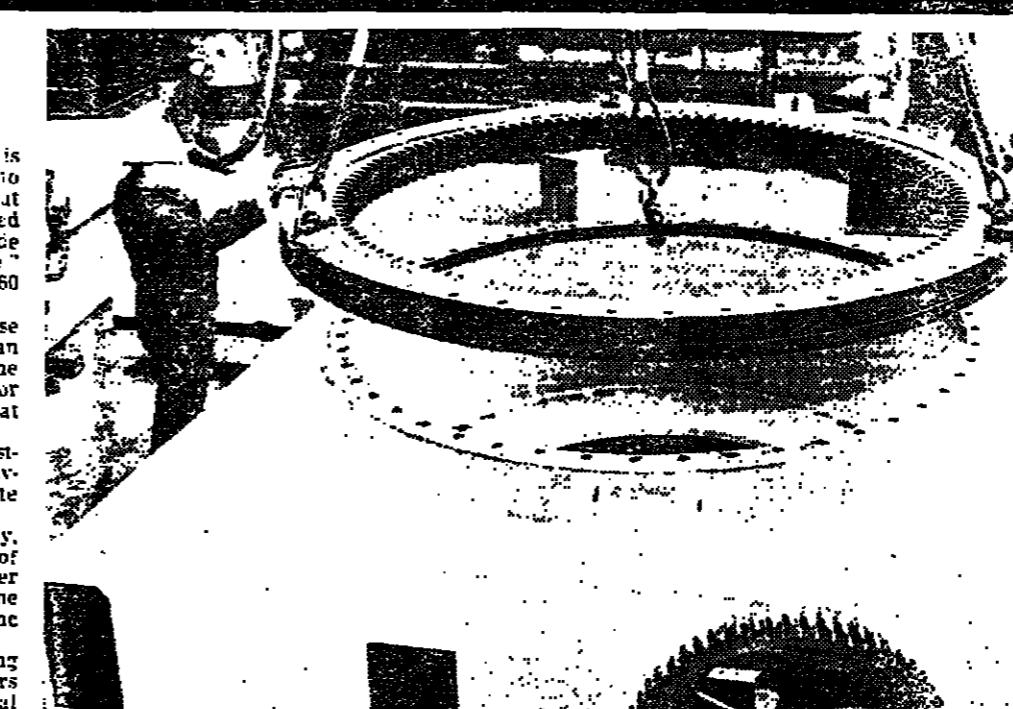
DEVELOPED by Coherent derived image density data is (UK), the Cambridge laser company, in conjunction with electronic specialist ZED when the image is reproduced by the bigger carbon dioxide laser on the second, "write" roller, it occupies the full 360 degrees with no seam.

An advantage is that because the image data is stored, it can be "played back" on to the engraving laser at any time, or can be used to give repeat operation.

The machine has two adjustable engraving depths, one giving a deep cut where pure white images are needed.

According to the company, Zedco can reduce the cost of producing rollers by over 50 per cent in comparison with the conventional photographic/zinc master process.

In fact, two lasers are used, a helium neon unit acts as a scanning source to read the original artwork as it rotates on a "read" roller. The photocell



A three-metre triple roller bearing manufactured at the Dortmund plant of Rothe Erde and supplied by its marketing division, Robello Engineering Company, being fitted to a Rapiro, NCK, Olympus HC 150 crawler crane at Ransomes and Rapier's Ipswich plant. This type of roller bearing has

been designed for high capacity machines where a restriction on diameter has been specified and is used in pedestal mounted, crawler and the larger mobile cranes. It is also used on swing bridges and excavators.

COMPUTING

Choice of dot pattern

OFFERED BY Electrographic Audio Visual is a dot matrix impact printer made by Sankyo Seiki in Japan in which options of 5 by 7, 7 by 9 and 9 by 7 formats are available.

Three basic models are being marketed, the 512 for split-tally roll work, the 522 for split-tally roll, and the 542 flat bed document printer.

The units operate from DC supplies (the head needs 30 to 42 V and the motor 24 V) and will print 40 columns of characters at three lines per second. The character size is 2.7 mm by 1.8 mm wide.

The print head life expectancy is stated by the company to be 100 million characters.

More from Printinghouse Lane, Hayes, Middlesex (01-573 1826).

Infinitely variable speed control of the material up to 35 metres a minute is provided by a thyristor-controlled 1/2 hp electric motor which, together with the gearing and transmission, is enclosed in a cabinet forming the base of the machine.

Providing a quick-drying service and free from smell, the rotary flexographic desk-top unit is designed to incorporate high quality rubber blocks to customers' specifications.

The fount depots will have PDP-11/34c.

Data communications will be over 9600 bits/sec leased lines linking the depot computers to the main machine at headquarters.

Completion is expected to take two years and the development work will be undertaken in-house.

Ultimately some 70 display units will be involved and expansion plans are likely to include the linking of point-of-sale terminals into the network.

Digital Equipment Company is at King's Road, Reading, Berks (0734 583555).

The units operate from DC supplies (the head needs 30 to 42 V and the motor 24 V) and will print 40 columns of characters at three lines per second. The character size is 2.7 mm by 1.8 mm wide.

The print head life expectancy is stated by the company to be 100 million characters.

More from Printinghouse Lane, Hayes, Middlesex (01-573 1826).

The resultant effect on the resistance strain gauge unit varies the 4 to 20 mA current and the accuracy is plus or minus 0.25 per cent (including linearity, hysteresis and repeatability).

The controller, like all the modules, is housed in DIN standards and has an input section which accepts signals from the appropriate sensor, compares the input value with the desired

value set on the control knob and converts the difference into a deviation signal for the output section of the unit.

This in turn produces a signal, electric or pneumatic, that can control a variety of output devices such as motors and contractors. Each Micronik 100 controller panel is able to operate up to six output devices in parallel.

The headquarters installation will include a PDP-11/70 with a 200 megabyte disc store, two tape drives, two printers and 12 visual display units. Each of

INSTRUMENTS

Environment

controllers

PRESSURE, liquid level and flow can be transmitted for process control processes by a new line of 4 to 20 mA instruments that make use of a strain gauge system.

Made in the U.K. by Taylor Instrument of Stevenage, the 3100 series employs a single common secondary element with the gauge arrangement and a full line of primary sensors which are mechanically connected to the secondary by a thrust shaft.

The resultant effect on the resistance strain gauge unit varies the 4 to 20 mA current and the accuracy is plus or minus 0.25 per cent (including linearity, hysteresis and repeatability).

The controller, like all the modules, is housed in DIN standards and has an input section which accepts signals from the appropriate sensor, compares the input value with the desired

value set on the control knob and converts the difference into a deviation signal for the output section of the unit.

This in turn produces a signal, electric or pneumatic, that can control a variety of output devices such as motors and contractors. Each Micronik 100 controller panel is able to operate up to six output devices in parallel.

More from the company at 4 Park Terrace, Worcester Park, Surrey KT4 7JZ (01-330 2557).

The unit is fully temperature compensated and is virtually unaffected by normal process vibration.

All the electronics are double-coated for moisture protection and special attention to the enclosure and the provision of filtering prevents radio frequency interference in the 450 MHz band.

A wide selection of measuring spans, easy adjustment and simplified wiring are additional advantages.

More from Gunnels Wood Road, Stevenage, Herts (0438 2366).

MATERIALS

Roof tiles from New Zealand

THE LIGHTWEIGHT tile roofing system, DecraMaster, introduced to this country by AHI Roofing (UK) (part of the Alex Harvey Industries of New Zealand) has been adopted by the London Borough of Newham for renovating 88 properties in the borough.

Based on the character of traditional tiles but incorporating radically different features, the roof has the shadow lines of a tile shape, the textured surface of stone chippings and the strength of profiled steel.

The tiles measure 1330 mm by 370 mm, with seven tiles impressions in a horizontal row, and are manufactured from 0.25 mm thick zinc-coated galvanised steel. The weather face is coated with bituminous emulsion and surfaced with natural stone chippings, accurately graded for size in a choice of five fade-resistant colours.

This type of roof is said to be virtually maintenance-free and weighs only one sixth of a conventional clay tile roof.

More from the company at 4 Park Terrace, Worcester Park, Surrey KT4 7JZ (01-330 2557).

The tiles measure 1330 mm by 370 mm, with seven tiles impressions in a horizontal row, and are manufactured from 0.25 mm thick zinc-coated galvanised steel.

The weather face is coated with bituminous emulsion and surfaced with natural stone chippings, accurately graded for size in a choice of five fade-resistant colours.

Cocktails and currencies

BY MICHAEL BLANDEN

AS WORK begins on the European Community proposals for closer currency links, the effects of the plan could begin to spill over outside the circle of officials and ministers directly concerned with working out the details. Behind the scenes, the enthusiasts for the place-tabled at Bremen, particularly in France and Germany, may well try to promote the idea in other directions.

Bankers in London are quite expecting that, through the Brussels Commission, they may come under pressure to bring the planned new European currency into use in commercial transactions. This would make obvious sense to those proponents of the scheme who see it as the first step in a long-term movement towards closer integration within the EEC and the eventual establishment of a common currency.

Essential

For these purposes, it will be essential that, through the new unit, whatever form it eventually takes, should become more than merely a unit of account used in transfers of resources between the member central banks. There are already a number of yardsticks which could be used for such hook transactions, including the International Monetary Fund's own currency basket, the special drawing right.

Adoption of the new unit as a measure of value, perhaps initially in deals among private sector bankers and ultimately in trade and commercial transactions, would represent a vital step towards its wider acceptance. Experience with the considerable variety of currency cocktails already known and used, however, suggests that such a move will present problems which may not have been thoroughly examined.

The Finance Ministers of the EEC appeared at their latest meeting to be finding it difficult enough to arrive at a consensus view on how the new unit should be measured. The reports indicated that a majority appeared to favour a system similar to the existing European unit of account, which is defined against a basket of currencies. But Germany expressed a preference for relating the European unit to other currencies on the pattern of the present European snake arrangements.

The international financial markets are by no means unfamiliar with the concepts of a currency basket. The European unit of account has been around for a long time and has been fairly widely used in the Eurobond market. Quite recently achieving its widespread adoption after a gap of some months, the time as a measure of value.

Solutions

Barclays managed to find solutions to the various legal problems raised by adapting the regulations covering international trade to the use of a composite currency as the measure of value of contracts. The idea has been used to a limited extent and the bank suspects that the response to its initiative may have been wider than was evident from its own experience as other banks took up the idea.

Though the proposal attracted a substantial number of inquiries from commercial and industrial companies, however, the impact has so far been modest. One difficulty is that until the European currency unit or another variant becomes a genuine medium of payment in its own right, any contracts have to be settled in one or other of the constituent currencies.

The greatest problem, though, is to familiarise industrial and commercial companies with the idea of using a currency cocktail in their international trade. To decree a joint European currency unit is only the first step towards a more widespread adoption of some months, the time as a measure of value.

AN OBSERVER in a French restaurant that has a good wine list will note that more often than not the patrons will choose from the cheese board strong or over-ripe examples; with the result that the wine, nearly always to his satisfaction, is undrinkable in such restaurants, will be massacred.

The surest means to this end is to add a few of the more popular cheeses, so as to allow the cheese to improve for himself, which is that cheeses improve the presentation of wine.

In wine-drinking circles here and, be it said, in France too it is generally accepted that a formal meal a glass of red wine is kept for the cheese.

But still, a bottle, and if more than one red wine is served then the best and probably the oldest. This should be served before the cheese, since it is clearly difficult to taste a dry wine afterwards. The reason for serving wine and cheese together is because they pair admirably. The cheese flattens the wine; hence the old wine trade saying "buy on an apple, sell on cheese."

However this marriage of cheese and wine has been recently severely criticised in an article in the *Revue du Vin de France*, the semi-official periodical devoted to promoting French wines. The author is none other than M. André Vedel, the those instant anaesthetiser of

the palate.

The Inspector-General is more analytical. He goes on to divide cheeses into three types. First, the very creamy type "above a certain percentage of butter fat which appears to be of the order of 50 per cent, cheeses diminish considerably the qualities of red wines. . . . Certain goat cheeses

likely, Camembert and Pont l'Evêque can get by if they are in good condition, it gets off a wine well; but not, of course, Blue Cheshire, open to the same objection as Stilton. Double Gloucester, Derby and Leicester are alternatives, although the last-named needs to be fresh, as it dries up rather quickly. Double Gloucester and Derby have to be chosen with extra care, as they can be rather strong, and then may match best a red burgundy or Rhône, though I do not think it profitable to go too deeply into the matter of cheese-and-wine marriages.

No doubt, many readers will be in the Inspector-General's argument. He has only considered French cheeses. Not altogether surprisingly, for few Frenchmen have ever thought of any other, less it be the rubbery Gouda or Gruyère, a delicious cheese, but too sweet for red wine. Yet by itself contributes as much to the enjoyment of white wines as it does to red, for many of the former retain a certain residual sharpness. White burgundy pairs well enough with mild English cheeses, but they do not enhance it noticeably.

I would not be thought opposed to French cheeses, whose range and variety are unbeatable throughout the world. Some go admirably with fine wine, and most can fit in excellently with less fine, but they do not have to be French.

French journal's contributor suggests. No cheese, English or French, and especially the softer French varieties, should be put in the refrigerator. Nevertheless I do not waver in my view that good French wines taste best with fine English cheeses.

He then proposes Roquefort with Sauternes, and for strong "aggressive" cheeses goes as far as suggesting gin, claret, beer, vodka and Gordon's. One is only surprised that he has not put forward marcas or grappa. M. Vedel's article was originally

Three-year-olds are included in Fillies Premium Scheme

RACING

BY DOMINIC WIGAN

TWO AND three-year-old fillies will benefit from a £25,000 premium for the race, except in the case of Pattern races, where the premium will be divided to give the winner 24.5 per cent, the second 7 per cent and the third 3.5 per cent.

All premiums will be divided between the owner (7.5 per cent), trainer (10 per cent), the jockey (7.5 per cent) and the stable (5 per cent).

Any unexpired balance at the end of the season will be distributed in accordance with

RACING

BY DOMINIC WIGAN

the recommendations of the Wyke Committee. As a first priority, two and three-year-old racing fillies placed in "open" Pattern races will benefit at a rate of up to 24.5 per cent for the winner, 7 per cent for the second and 3.5 per cent for the third.

As a second priority, premiums of up to 35 per cent will be paid to eligible two and three-year-old fillies winning

receive an additional 35 per cent for the premium payment will be paid to eligible two and three-year-old fillies winning

For the purpose of the scheme, no race will be regarded as having an advertised value of more than £20,000 and the percentage premiums will be calculated accordingly.

This afternoon at Ayr, where the feature event is the Heronetas Stakes with £5,000 in added prize money, the best bet could be Harry Wragg's Newmarket challenger Bravio in the Heads of Ayr Stakes.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

For the purpose of the scheme, no race will be regarded as having an advertised value of more than £20,000 and the percentage premiums will be calculated accordingly.

This afternoon at Ayr, where the feature event is the Heronetas Stakes with £5,000 in added prize money, the best bet could be Harry Wragg's Newmarket challenger Bravio in the Heads of Ayr Stakes.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13 furlongs.

Bravo, a strongly-made chestnut by Connaught out of the Moseborough winner Country Path, has run well to be placed in maiden events at Newbury and York this summer and he will be ideally suited by this stiff 13

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Fluantimo, London PS4. Telex: 886341/2, 883897

Telephone: 01-248 8000

Tuesday August 1 1978

The worsening Rhodesia war

THE WAR in Rhodesia is nasty, and it is almost certainly going to get worse. Military censorship in Salisbury makes it difficult for anyone not directly involved to get a clear picture of the inroads that have been made by the Patriotic Front guerrillas. Their continuing choice of "soft targets," such as missions, hotels and factories, would seem to indicate that they are not yet ready to stage more conventional military operations. But there can be no hiding the fact that they are encroaching more and more closely on white strongholds—including now Salisbury and Bulawayo—and that wide sections of the country are beginning to look increasingly like "no-go" areas.

Independence

White morale is low and is likely to deteriorate still further as the end-year date for independence under the internal settlement approaches. While there are probably many Whites who are still determined to fight to the last man, there are many others who do not want to die for a black majority Government. Many are likely to leave the country in the months ahead. The timing of the latest raid into Mozambique—the first since the interim Government was installed—is significant. The first aim is clearly to buy time for the holding of elections in December. The second point is that the security forces almost certainly want to make the best use of their white troops while they are still prepared to conduct such cross-border operations.

Sanctions

In Salisbury, it is perhaps not very little that any fully realised quite how limited British Government can do to the UK's options are. There alter the course of events. The are differences of nuance UK has neither the power nor between the positions of the the political will to intervene political parties. The right wing militarily. British contingency of the Conservative Party would like to recognise the planning has been concentrating for some months on the internal regime and remove possibility of organising an air-borne rescue—on the lines of the Franco-Belgian Shaba operation—if the increasingly widespread predictions of an sued by Dr. Owen. Mr. John imminent bloodbath prove Davies, the Shadow Foreign accurate. Even that, however, Secretaries, after a visit the would be difficult to organise area, has come down in favour as a result of the constant cuts of continuing sanctions. Even in defence expenditure in if the interim Government were recent years. Nor will any to succeed in organising a "free British Government want to and fair" elections in December, and the new regime responsibility for sorting out the were to be recognised in situation, as recommended at nationally, the stark military the weekend by Mr. Sridath's outlook would remain unaltered.

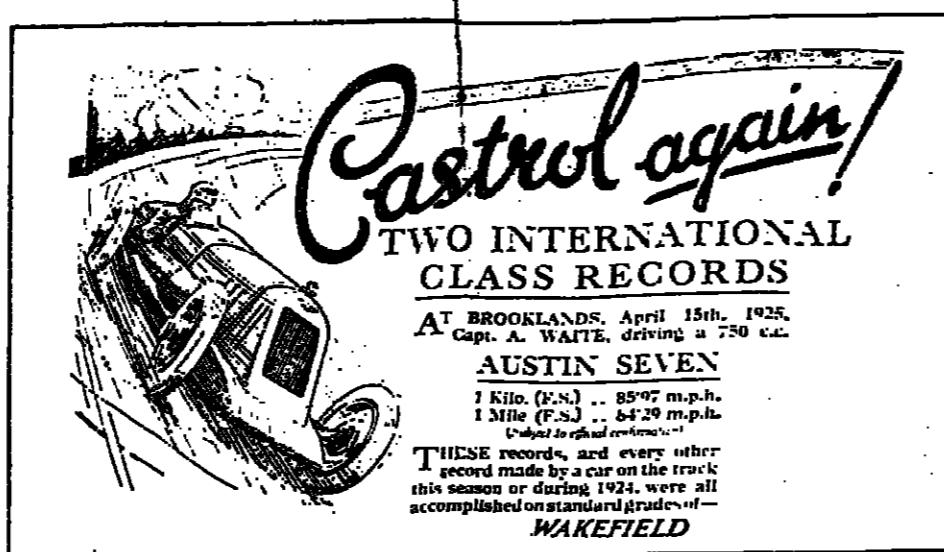
Standards for State boards

THE GOVERNMENT has acted in industries, is financed wisely in deciding to try to largely by loan debt, the gear-resolve the question of how the adjustment would, the nationalised industries should largely cancel adapt to inflation accounting in out the extra depreciation time for their next crop of charge.

The Commission recognised however, that these issues would not arise if the board's prices were based upon the economic principles set out in the recent White Paper on the nationalised industries. This document indicated that prices in the nationalised sector should ensure that users paid the full current resource cost of the services or goods they used. Full current resource cost, in this context, means operating costs plus a capital element reflecting the opportunity cost of capital—that is the return that could be expected from investing the same amount elsewhere. The same concept was to apply to new investment—for which the opportunity cost of capital was set, somewhat arbitrarily, at 5 per cent in real terms. If the expected return would be less, then the investment should not be made.

Efficiency

The problem of course is that market competition does not prevail throughout the nationalised industries, particularly in the utility sector. The financial targets set for each board would therefore have to be supplemented by a series of efficiency criteria including various cost reduction objectives. These yardsticks of performance have so far been established—or rather re-established—for only a relatively small number of state boards and for none of the fuel industries. It would be regrettable if the controversy about inflation accounting were to delay the setting of targets for the remainder. The adoption of inflation accounting will change the numerical value of the targets but not the revenue each board is required to earn. In the absence of a target, there is no way of knowing how much by the extent to which assets profit each board should make were financed by borrowed money as against equity. Since is expressed in accounting terms and therefore no way of judging how it is performing.



Financial Times Tuesday August 1 1978

Getting motorists lightly oiled

BY SUE CAMERON

THE CONSERVATISM of a light 10W/30 multigrade oil British car owners has given motor oils a bad name—they are known as "distress products" even though the UK market is worth £100m a year.

The average motorist in the UK often leaves it to his local garage to choose an oil for him when his car goes in for servicing. Those that do buy their own oil tend to ask either for the brand their fathers bought before them or for the cheapest product available. At least 95 per cent of them use thick, 20W/50 multigrade oil in their engines—yet the British are virtually the only Western motorists to buy heavy lubricants in such numbers. In the U.S. and on the Continent the market is dominated by lighter oils which can give estimated savings on petrol of at least 5 per cent. Attempts have been made to interest the UK motorist in lighter oils—British Petroleum has pushed the idea particularly strongly—but so far they have failed.

Yet there are signs that in the next few years British motorists could start to follow the lead of their foreign counterparts and adopt lighter lubricants. It is also possible though unlikely on present showing—that when oil prices do take off in Britain the existing market picture could be changed.

Castrol and Duckhams now control at least 50 per cent of the UK motor oil market between them. Own-label brands, such as Winstone which is sold by Woolworth, have a market share of roughly 15 per cent. The rest is divided between the major petroleum companies, which are making a strong attempt to increase their lubricant sales. Yet in spite of heavy advertising they are finding it extremely difficult to dislodge Castrol and Duckhams from their prime position in the market place.

But a company which could persuade British motorists to turn to lighter oils—in a big way—would stand a good chance of suddenly and significantly increasing its market share. It is a trick which has been pulled off before and lubricant producers like BP, which is desperately promoting motor lubricants market.

The other reason for increased competition among lubricant producers during the 1960s was the launching of 20W/50 motor oil by Duckhams. Alexander Duckham, like Castrol, was founded in 1899 and has always been a specialist in motor oils. Yet by 1960 it had only a tiny share of the market place.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The U.S. Senate is doing what it can to hasten the painting's departure. The latest Foreign Relations Authorisation Act provides \$500,000 so that Guernica should, "at some point in the near future and through the appropriate legal procedures," be returned to Spain.

The museum has said nothing since a year-old statement: "Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

Sailing to York

Hilary dashed the plans of the balloonists, but another unorthodox craft heading for Britain still hoped for a safe landing. It is skippered by Norwegian Olaf Engvig, now on his way to York in a square-rigged Viking ship, 28 feet long. Engvig set out from Oslo three weeks ago with a crew consisting of his daughter and two other modern Vikings, to commemorate the Norsemen who captured York 1,000 years ago and created a city there.

Problem Picasso

The Museum of Modern Art in New York has a vested interest in the political situation in Spain, for it is the latter which will determine when the museum loses one of its prize archaeological knowledge has that Dr. Steptoe's feet is "in

Duckhams is now second in the field with a 20 per cent share of the British market. It owes its position very largely to the heavy, multigrade oil which it introduced just as the Mini, with its transverse engine, started to become a best seller.

Only single grade oils were available in the UK until 1951 when the first multigrade came on the market. In the days before multigrades, motorists had to change their oil twice a year. They used thin oil in the cold, but replaced it with a thicker lubricant in the summer. This was because engine temperatures, combined with warm weather, would have thinned out an already thin single grade oil to the point where it failed to lubricate adequately.

Multigrades meant that motor oils could be given a range of viscosities: they could be thin enough at one end of the range to permit easy starting in cold weather and thick enough at the other to give full protection to an engine.

The actual degree of viscosity is denoted by numbers laid down by the Society of Automotive Engineers and the higher the numbers, the thicker is the oil.

Halfords, the motor accessories chain, belongs to the Burmah Oil group and this association has almost certainly played a part in helping Castrol maintain its hefty market share. For in the 1960s competition in lubricants became far more intense and one of the main reasons was the growth of do-it-yourself motor maintenance and the advent of high street accessory shops—such as Halfords. Today there are about 300 shops in the Halfords chain and though they sell many brands of motor oil Castrol products are given a prime selling position. Prices are still highly competitive. They vary from just under £2 to £3 for five litres of oil.

The other reason for increased competition among lubricant producers during the 1960s was the launching of 20W/50 motor oil by Duckhams. Alexander Duckham, like Castrol, was founded in 1899 and has always been a specialist in motor oils. Yet by 1960 it had only a tiny share of the market place.

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The U.S. Senate is doing what it can to hasten the painting's departure. The latest Foreign Relations Authorisation Act provides \$500,000 so that Guernica should, "at some point in the near future and through the appropriate legal procedures," be returned to Spain.

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The U.S. Senate is doing what it can to hasten the painting's departure. The latest Foreign Relations Authorisation Act provides \$500,000 so that Guernica should, "at some point in the near future and through the appropriate legal procedures," be returned to Spain.

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The U.S. Senate is doing what it can to hasten the painting's departure. The latest Foreign Relations Authorisation Act provides \$500,000 so that Guernica should, "at some point in the near future and through the appropriate legal procedures," be returned to Spain.

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The U.S. Senate is doing what it can to hasten the painting's departure. The latest Foreign Relations Authorisation Act provides \$500,000 so that Guernica should, "at some point in the near future and through the appropriate legal procedures," be returned to Spain.

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

The work was originally a mural done for the Spanish Refugee pavilion in the World's Fair in 1937. It got to the United States as part of a travelling exhibit to benefit the Spanish Refugee Relief Committee. After Franco's victory, Picasso said it could not return to Spain "until democracy had come back."

The museum has said nothing since a year-old statement:

"Picasso made it clear that the painting should go back to Spain only when the Spanish republic is restored." The final decision lies with Picasso's lawyer, in Paris, Roland Dumas, who is still being cautious as well.

There the matter rests, with the huge work, 25 ft wide, taking up a large and prominent wall in the museum.

MINING NEWS

Hudbay buys stake in tantalum-lithium

BY KENNETH MARSTON, MINING EDITOR

FTER a poor first quarter when there was a loss of C\$1.64m (£1.24m), the Anglo American Corporation group's Canadian Tantalum Bay Mines and Smelting has achieved a second quarter net income of C\$4.86m before extraordinary items. The improvement reflects the substantial seasonal earnings of Terra Chemicals.

Earnings for the first half of the current year thus amount to \$2.72m, or 27 cents per share, compared with net income of \$2.39m a year ago. In the second quarter of last year there was also a C\$3.5m gain on the sale of the Sylvite potash division to the Saskatchewan Government.

Hudbay says that despite the improvement in second quarter results, the loss incurred in the last three months reduced earnings for the half-year to a level that does not justify a resumption of quarterly dividends.

Meanwhile, Hudbay's offer to purchase 50 per cent of Tantalum Mining Corporation of Canada (Tanco) has been accepted by the receiver and manager of International Chemicals subject to certain conditions and approvals.

Tanco operates a tantalum mine 15 miles to the north of Winkler, which also has substantial undeveloped reserves of lithium; growth of lithium demand has been put at between 6 per cent and 8 per cent annually over the next four years.

Under the Tanco deal Hudbay is required to sell sufficient barrels of zinc to Kawecki Brothers to raise Kawecki's take in Tanco from 24.99 per cent to 37.5 per cent. Accordingly Hudbay and Kawecki will equally share 75 per cent of Tanco—subject to Federal Government approval—and the remaining 25 per cent will continue to be held by the Crown-owned Manitoba Development Corporation.

STRIKE HITTING NAVAN MINE

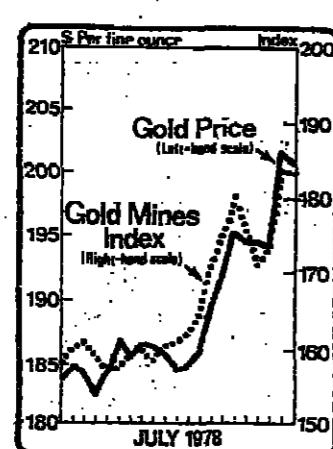
Fears of a close-down at Tarn Exploration's big Irish lead-zinc mine at Navan in County Meath increased yesterday when the delivery of explosives to the mine was again halted for the third day running, reports our Dublin correspondent.

OIL AND GAS NEWS

Statoil makes strike in Statfjord Field

AT OIL, THE Norwegian state-owned oil company, the second largest in the world, northwest of Bergen, has struck oil in the Statfjord field, according to a spokesman in Oslo said yesterday.

The find is in Block 24/10, involved in the Gold Block on a 9 per cent and Saga Petroleum, a



After last week's excitement, gold and gold shares opened on a subdued note yesterday. Bullion eased to \$198.70 per ounce at the morning fixing, but later in the day the price picked up and was finally \$200.50, or \$1 below Friday's closing level. Share prices followed a similar pattern.

Initial losses were mostly erased

on the arrival of U.S. demand accompanied the firm's bullion price. Consequently, the FT Gold Mines Index was virtually unchanged at 183.1.

The supplies have been stopped by an unofficial strike of mill workers who are seeking negotiations on a new bonus scheme.

Production of ore and concentrate has already been halted because of the absence of experienced miners. The company currently wants 4,000 employees that it is in a serious financial position owing to the low price of zinc.

SELTROST LINKS WITH NW. MINING AND HAOMA GOLD

London's Selection Trust is linking with two of the small Australian companies involved in the diamond prospecting rush in the West Kimberley region of Western Australia, reports Don Lipscombe from Perth.

The Stock Exchange of Perth has been informed that Australia's North West Mining and its partner, Haoma Gold Mines, have

accepted a letter of intent from AS Mining Ventures, a wholly-owned subsidiary of Selection Trust.

The three companies have defined an "area of influence" which includes 157 of the mineral claims acquired by North West Kimberley Gold Field. AS Mining may earn a 60 per cent interest in the venture by spending AS2.7m (£1.63m) on exploration work.

It is added that: "AS Mining Ventures will manage the exploration programme for diamonds. Further airborne surveys and ground work, including diamond drilling, will be carried out this summer." In London yesterday, North West Mining were 44p, Haoma 60p and Selection Trust 43p.

Samancor down at half-year

SOUTH AFRICA'S biggest producer of manganese and a major producer of ferro-manganese, Samancor, has reported a sharp fall in profits for the six months to end-June. At the pre-tax level, the figure is down from R40.1m (£24.2m) to R17.1m. For the full year to last December, Samancor was R61.2m, so the latest figure is a further decline of 15 per cent. The company's net profit for the second half of 1977.

Moreover with capital spending slowing down, the tax rate is up from 38 per cent over 1977 to 47 per cent in the half year just passed. Hence, earnings per share in the latest period fell to 30 cents from 102 cents for 1977 and the interim period to 10 cents for 1978, to 20 cents to 15 cents. Last year, Samancor paid a total of 65 cents but in the current year, if the final is scaled down proportionally with the interim, the total should be 50 cents or just under. However, this could be too optimistic and some analysts project a final dividend of 30 cents for 1978, up from 20 cents in 1977.

The Stock Exchange of Perth

is marked improvement" in demand. It adds that the timing is uncertain and in any event is unlikely to eventuate before the third quarter of this year."

The day after Comben announced its £10m bid for house-builder Orme Developments, Saint Piran went into the market and bought 1m shares, bringing its stake up to about 28 per cent of Orme.

On Friday last week, Saint Piran bought 3m shares at 5/7p each and 1m at 58.4p each. Saint Piran therefore appears unlikely to accept the £10m bid which is worth 55.2p per share.

A spokesman for Comben said yesterday that the move was not altogether unexpected and the bid would nonetheless be made as it stands. He said that Comben had been in negotiations with Orme for a long time and knew what to expect from the profits figures which are due soon.

Comben's offer document will be sent to Orme shareholders within the next ten days, barring unforeseen problems in it, the chairman, Mr. Roydon, an ex-

employee of Mr. Bob Tanner and Mr. Peter E. Aquilina who last week agreed to sell a 22 per cent stake in Orme to Saint Piran for 55p per share in cash.

This price was not at that time available to other shareholders, although the shares have since risen to 57p in the middle following the sale of that stake and the Comben bid.

Initial production is set at 2.5m tons a year, rising to 3.5m tons later. About 16 per cent of the output will be purchased by Ell Aquilina under the terms of an agreement signed with NIOC, the state said.

* * *

Norwegian offshore gas and oil production could more than double this year to more than 30m tonnes from 14m tonnes in 1977. This is indicated in a survey prepared by the Oil Directorate in Oslo.

Output in the first half of the year at 14.2m tonnes was running at more than double last year's levels, boosted by the appearance in the statistics for the first time of natural gas from the Norwegian section of the Frige Field.

But the main source of production was Ekofisk where the combined output of oil and gas was 11.5m tonnes during the 1978 first half.

* * *

Demex, the German group and Argentinean demerger of Peñarol/Total, with Argentinean concerns, have signed a contract for exploration rights over 16,655 sq km off the east coast of Tierra del Fuego for a period of nine years.

The contract, which awaits the approval of the Argentine Government, was signed with the State-owned Yacimientos Petrolíferos Fiscales.

No financial details were available but the group is committed to a minimum investment of \$13.9m over the first four years.

The Argentinean companies involved are Brilas with 20 per cent and Arifran with 5 per cent, leaving Demex and CFP/Total with 37.5 per cent each. The manager is CFP/Total.

* * *

Texaco Canada, the result of an amalgamation between Texaco Canada and Texaco Exploration Canada, announced 1978 first half profits of C\$77.2m compared with C\$12m for the same period of last year.

Gross revenue increased to C\$18.2m from C\$19.7m, with producing operations making the main contribution to an increase in earnings. Refined product prices, especially in eastern Canada, softened during the first half, while intense competition prevented the full recovery of cost increases.

Over the first six months of the year, the group participated in the completion of 38 wells, mainly in Alberta. Of the total, 30 were completed as natural gas wells, five as oil wells, while three were dry.

* * *

THE COUNCIL OF THE STOCK EXCHANGE HAS ADMITTED THE ABOVE-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

WILLIAMS & JAMES (ENGINEERS) LIMITED

(Registered in England No. 43768)

Rights Issue of 400,000 9.5 per cent Convertible Cumulative Redeemable Preference Shares of £1 each at par

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

91 Waterloo Road, London SE1 8XP

or from

BEARDSLEY, BISHOP & CO.

21 New Street, London EC2M 4UN

This advertisement is issued in compliance with the requirements of the Council of the Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any convertible preference shares.

The Council of The Stock Exchange has admitted the above-mentioned Convertible Preference Shares to the Official List. Particulars relating to these shares are available in the statistical service of Exel Statistical Services Limited and copies of such particulars may be obtained during usual business hours on any weekday (Saturday excepted) up to and including 15th August 1978 from:

INDUSTRIAL AND COMMERCIAL FINANCE CORPORATION LIMITED

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Buehrmann
Tetterode
completes
purchase

By Charles Batchelor

AMSTERDAM, July 31. BUEHRMANN TETERODE (BT), the Dutch board and paper manufacturer, has completed the consolidation of its corrugated cardboard operations by purchasing the remaining 60 per cent of Heucorma Z. De Zeeuw, De Zeeuw is the holding company for four corrugated card manufacturers in southern and eastern Holland. BT said it acquired the remaining shares in De Zeeuw for an undisclosed sum in cash after buying the initial 50 per cent in 1973.

The four companies involved are Golkartfabriek Z. De Zeeuw; Golkartfabriek Braamkamp; Golkartfabriek Kartonagefabriek Z. De Zeeuw and 50 per cent of Nederlandse Pillo Pak.

Pillo Pak was originally a joint venture between BT and De Zeeuw. These companies have an annual turnover of F1 120m (\$54m) and employ 800.

BT's paper, cardboard and packaging interests accounted for nearly 35 per cent of the company's 1977 sales of F1 1,56bn (\$700m).

Its other activities are graphic paper, toys, office and printing machinery and publishing.

Union Bank purchase
The Union Bank of Switzerland will become a shareholder in Euro-Latinamerican Bank (EULABANK), taking a participation of \$1m to give it the same shareholding as the other European shareholders, our financial staff writes. At the same time the authorised capital will be increased by half to around \$34m. A 1/4 bonus issue will also be made to all shareholders.

Leading Saar steelmaker records worst-ever loss

By GUY HAWTIN

FRANKFURT, July 31

STAHLWERKE Roehling-Burbach, the leading steel and construction in power station construction. As usual the special steel output for the whole of the year was the worst year in its history. Utilisation of capacity was 2.26m tonnes, while the company limited to just over 50 per cent of its turnover fell from the red, but although first half earnings are "negative" they are calling for drastic measures by DM 1.91bn to DM 1.75bn.

The current year will also end in 1980. There has also been a from 1976's 1.55m tonnes to 1.5m tonnes. Capital investment in the group. The entire Burbach Crude iron production was the steelworks was shut down and most deeply affected by the drop in demand, falling 12.5 per cent.

Roehling-Burbach's blackest heavy run-down in the labour 1.62m tonnes—the lowest level of year ended with losses of force, which from the start of output in 15 years. Rolled steel DM 21.8m (\$103.8m). The 1975 to the end of the first half production dropped by 11 per cent. Of 1978 has been slashed by 25 per cent from 1.6m tonnes to 1.35m tonnes.

The reduction in personnel in 1977 totalled DM 92m. The Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

The losses—described by the concern's chief executive, Dr. H. J. Krackow, as "catastrophic results"—stemmed mainly from the mass steel and the production was 7.1 per cent of the steel industry within

two other years of heavy losses. The reduction in personnel in 1977 totalled DM 92m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

For the Federal Republic, the Saar is the Saarland Neumarkt, Roehling-Burbach is to be absorbed by the Luxembourg steel group Arbed.

In the first half of 1978 crude as part of a massive rationalisation of the steel industry within

the Saarland has been far depreciation figure of DM 1.35m, while the year before they reached DM 1.38m.

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Sime gets ultimatum over loan details

Setback in earnings and turnover for Mitsui

BY YOKO SHIBATA

THE KUALA LUMPUR Stock Exchange has given Sime Darby Holdings until August 4 to provide details on its proposed \$475m loan issues or face disciplinary action. Reuters reports from Kuala Lumpur.

In a letter to Sime released to the public, the exchange advised Sime to furnish immediately details of the balance of the loan of \$400m, together with the terms of repayment, security pledged, and interest rate of the consortium loan of \$475m.

Banking sources in Kuala Lumpur have reported the following terms for the loan, writes our financial staff. Of the Singapore portion \$150m is at a floating rate carrying interest at 7 per cent above prime rate—currently 7 per cent—for three years and at 4 per cent above for the remaining five.

Interest on the S\$400m fixed rate tranche is put at 8.375 per cent, as is that on the 75m ringgit Malaysian portion.

The remaining 175m ringgit portion carries interest at 4 per cent above Malaysian prime, currently 7.5 per cent for the first six years and at 4 per cent above for the remaining two.

Sime has said that a \$875m loan redemption apart, one specific area in which the funds would be employed was property development.

MITSUI and Co. suffered setbacks in consolidated sales and profits for the fiscal year ended March. Sales totalled Y1.57 trillion (million yen), equivalent to \$400m, down 5.5 per cent from the 1976-77 level, while net profits declined substantially more sharply, by 15.6 per cent to Y564.5bn, reflecting in part the United Arab Emirates' increased gas imports. Domestic exchange losses incurred by Mitsui's overseas subsidiaries sales fell by 5.3 per cent to Y1.63 trillion. Mitsui says that (Y3.8bn), and from Y25.3bn of the Government's steps to increase public works spending, and in particular of chemical plant exports, which offset the rate during the fiscal year did timber transactions.

Komatsu profits 6.8% higher at halfway

BY OUR OWN CORRESPONDENT

JAPAN'S LARGEST construction machinery makers, Komatsu, increased its non-consolidated current profits for the half-year to June 30 by 6.8 per cent to \$1.655bn (Y80m), on sales up 11 per cent to Y194.78bn (\$92.9m). However, net profits were 2.4 per cent lower at Y7.51bn. Helped by the Government's production related to public economy stimulation measures, works means that current profits the company was able to over-

TOKYO, July 31.

come the impact of the sharp appreciation of the yen. The company absorbed the exchange loss by raising export prices and by rationalising resources such as cutting total turnover, and more than 60 per cent being based on dollar payment. The recent rapid price rises in overseas markets so far have not hit competitiveness, it is said. During the six months, the company has received a significant share held by the Great Lakes Corporation, of the U.S.

Jordan's current five-year plan focuses heavily on export-oriented mineral-based industries, and officials here are known to favour the obtaining of commercial loans for self-financing export industries, while concentrating their loanability on development schemes in the social sector, such as schools, vocational training schemes and health care.

U

The country's second biggest project—the \$230m Arab chemical fertiliser plant—is also in the market for some \$60m, in a deal that is expected to be finalised very soon. Current projections, according to Mr. Khasawneh, see Jordan earning an annual \$150m from sales of 1.2m tons of potash, and \$60m from sales of 30,000 tons of bromine and magnesium refractory. Production is expected to start in early 1982.

Solid gains by Wheelock subsidiaries

By Ron Richardson

HONG KONG, July 31. HONGKONG REALTY and Trust Company, the main quoted property arm of the Wheelock Marden group, and Wheelock Maritime International, the group's shipping subsidiary, have both announced solid profit gains for the year to March 31.

Hongkong Realty increased its consolidated net profit by 11.6 per cent to HK\$36.64m (US\$7.7m), after excluding extraordinary earnings, but after allowing for tax and minority interests.

After taking into account the extraordinary profits of HK\$20.6m the year's result was up 8.6 per cent from the previous year's figure, on the same basis. The major component of the extraordinary profit was earned from a transfer within the Wheelock group of the former Hongkong Realty subsidiary, Wardell Securities.

Wheelock Maritime International increased its 1978 consolidated net profit by 18.7 per cent to HK\$39.34m (US\$8.5m). The earnings were after tax and outside interests, but excluded non-recurring capital gains of HK\$3.95m.

Both the companies have increased their dividends for 1978 with increased final payouts. Hongkong Realty is to pay a final dividend of 10 cents on its "A" shares and 2 cents on its "B" shares, making the totals 17 cents and 3.4 cents respectively. The comparable total payouts last year were 16 cents and 3.2 cents.

Wheelock Maritime is to recommend final dividends of 22 cents on its "A" shares and 2.25 cents on its "B" shares, making the totals 37.5 cents and 3.75 cents respectively, against last year's 35 cents and 3.5 cents.

Cheung Kong well ahead

By Anthony Rowley

HONG KONG, July 31. CHEUNG KONG Holdings, a major property development group here, has announced doubled after-tax earnings of HK\$79m (US\$17m) for the six months ended June 30.

Cheung Kong was also forecast profit of an additional HK\$140m (including extraordinary items) for 1978 as a whole—an increase of around 40 per cent over 1977.

During the first half of this year, Cheung Kong made capital profits of just under HK\$42m on the sale of assets, as well as HK\$9m from a writeback of tax previously over provided.

Cheung Kong has traditionally concentrated chiefly on residential property development, but recently made incursions into the commercial property sector. It also obtained two substantial interests in developing joint projects in the Hong Kong central business district in conjunction with the Mass Transit Railway Corporation.

G. J. Coles

The after-tax profit of G. J. Coles in the 52 weeks to June 24 would have been A\$40.20m (against A\$33.92m the previous year) had its equity accounted for K Mart Australia, Coles said. Reuters reports from Melbourne that this contrasts the figures of A\$1.77m (A\$34.66m) given in Coles' announcement on the reshuffling of ties with K Mart Corporation of the U.S.

ISLAMIC CAPITAL MARKET

Task force sets to work

BY RAMI G. KHOURI IN AMMAN

ONE MONTH after central bank governors of the Arab states bank, Dr. El Hindi says. The yardstick of this week's meeting will be the facilitating of an integrated Arab free flow of capital from the major oil producers to the poorer Islamic states in the eyes of most officials. As the debt burdens of most of the Islamic less developed countries is high

guarantees and facilities to move into productive investments in other countries. This is the process we want to encourage, primarily by recommending the required measures that would be enacted by individual states.

The development of greater financial co-operation among the Islamic states, like the same process in the Arab world, will mean a shift in banking business from the major western capital markets into the institutions of the third world. "Instead of going always to the Euro-markets for commercial loans, we would like to see Arab and Islamic capital moving into joint ventures and soft loans in the Arab and Islamic countries," Dr. El Hindi says.

This emphasis on a self-reliant spirit also spills over into the trade field. Figures compiled by the Islamic bankers show that Islamic states' exports to other Islamic states as a ratio of their total exports averaged a mere 5 per cent during the past six years, with the imports ratio only slightly higher, at an average of 10 per cent. "We want to expand these averages," Dr. El Hindi says.

One idea that has already come up for informal discussion is for some Islamic states to join the newly established Arab Monetary Fund, though this has been discouraged by Arab officials on the basis that the Arab Monetary Fund is not yet sufficiently experienced to absorb the membership of yet more countries needing a balance of payments assistance.

Before such collective action can be taken, banking officials here say that the financial institutions of individual states have to be surveyed and then strengthened before any worthwhile regional or international integration can take place. This is the same attitude as prevailed among the Arab central bankers here last month, so it is not surprising to see the Islamic bankers take this stance.

Representatives of 41 Islamic states meet in Amman this week to discuss the promotion of the free flow of capital and goods among the 41 states comprising the Islamic Conference.

Dr. Adnan el Hindi of Jordan's central bank says that among the topics to be discussed this week will be the liberalisation of laws governing the transfer of funds; national legislation to promote the sales of securities among Islamic states; the unification of investment; encouragement and protection laws; the establishment of an Islamic free trade zone, leading to an Islamic common market; the existing financial capabilities of institutions throughout the Islamic world; the establishment of specialised institutions to carry out detailed feasibility studies; the establishment of an Islamic import-export bank; and even the use of "Islamic travellers checks."

The task force will break up into specialised committees, which will draw up detailed reports on these and other topics to be submitted to the second annual meeting of Islamic central bank governors in Uganda next April.

It is likely that one result of these discussions will be to strengthen such existing institutions as the Islamic Development Bank, based in Jeddah, and a new economic data bank being established by the Islamic Conference in Ankara. Units for feasibility studies or an import-export bank would logically fit into the structure of the data

capital from surplus states—primarily Arab oil producers.

The heterogeneous character of the world's Islamic nations precludes the tight economic cooperation that has been advocated by the central bankers of the Arab states. This week's conference has broader aims than did the Arab bankers' conference here last month.

"We are looking into the prerequisites for economic cooperation to build the groundwork and identify the basics that will help bridge the confidence gap between the rich and the poor states," Dr. el Hindi said. "Capital is scarce, and it needs

Svenska Cellulosa Aktiebolaget SCA



Multicurrency Loan equivalent to £16,500,000

Managed by

Svenska Handelsbanken

S.G. Warburg & Co. Ltd.

Provided by

Crédit Lyonnais

Hambros Bank Limited

Hill Samuel & Co. Limited

Morgan Guaranty Trust Company of New York

Svenska Handelsbanken

S.G. Warburg & Co. Ltd.

Agent

Svenska Handelsbanken

July 1978

This announcement appears as a matter of record only

United States Copper Mine and Integrated Metallurgical Plant FOR SALE

Hecla Mining Company's undivided one-half interest in the Lakeshore Mine and Metallurgical Plant located on the Papago Indian Reservation, 30 miles south of Casa Grande, Arizona.

Sealed bids must be submitted prior to September 16, 1978.

Qualified parties may obtain detailed information regarding this facility and its production history by writing or calling:

W. H. Love

or
WILLIAM A. GRIFFITH
Hecla Mining Company
P. O. Box 320
Wallace, Idaho 83373

PHONE: (208) 752-1251

TELEX: 326476 Hecla Co Wale

There are no preestablished terms of any offer, but the Company reserves the right to refuse any and all bids for any reason. All proposals will be kept in the strictest confidence.

Principals only

BALANCE SHEET SUMMARY AS OF MARCH 31, 1978

(46th Fiscal Year)

LIABILITIES	ASSETS
Subscribed capital stock	Lit. 100,000,000,000
Reserve funds	" 710,244,495,064
Government allocations under Law No. 184 of March 22, 1971	" 256,164,000,609
Real estate and furniture depreciation funds	" 6,197,238,926
Staff severance and retirement fund	" 26,510,494,254
Bonds in circulation	" 8,585,956,707,088
Subscribers of our bonds	" 696,149,808,000
Borrowing and sundry debts	" 3,938,220,510,078
Interest payable and rediscounts on receivable	" 452,718,317,449
Outstanding guarantees	" 90,330,610,370
Discounts on loans	" 66,161,100,723
Net income for the fiscal year	" 30,202,251,111
 Contra Accounts	 Lit. 14,958,877,537,262
Loan commitments, securities and bills held and on deposit	" 5,468,149,334,737
Special and fiduciary operations	" 2,454,177,429,139
 GRAND TOTAL	 Lit. 22,881,304,301,138

STATEMENT OF EXPENDITURES AND INCOME AS OF MARCH 31, 1978

EXPENDITURES AND LOSSES	INCOMES AND PROFITS
Overheads	Lit. 39,062,885,884
Interest paid and other charges on bonds	" 757,776,129,081
Interest paid on loans and sundry debts	" 161,056,982,051
Depreciation	" 1,438,635,198
Losses realised and unrealised on securities owned	" 19,696,118,181
Operating losses on the holding under No. 184 of March 22, 1971	" 36,102,273,000
Taxes for the fiscal year (including allocations)	" 62,889,543,833
Taxes for preceding fiscal years	" 43,445,531,235
Sundry charges	" 20,945,965,063
Allocations to credit risk and securities price fluctuation funds	" 50,887,295,511
Allocations to sundry-risk taxed fund	" 70,000,000,000
 Net income for the fiscal year	 Lit. 1,286,404,639,025
	30,202,251,111
	Lit. 1,295,606,890,138

July 1978

FARMING AND RAW MATERIALS

Coffee export curbs urged

By RICHARD MOONEY

LONDON COFFEE futures prices continued their sharp recovery as, even following recent sharp yesterday when the September falls, world coffee prices were gained another £67 in well above the 77.46 cents a clause at £1.33 a tonne—£221 a pound level at which quotas above the two-year low reached would be introduced under the terms of the agreement.

Prices had opened higher in line with the strong pre-weekend close in New York, but dealers could offer no fundamental explanation for the subsequent rise.

Some thought that a surprise plea for the imposition of export quotas by the Colombian delegation at this week's International Coffee Organisation talks in London might have encouraged speculative buying, but others saw this news as "bearish".

Mr. Arturo Gomez Jaramillo, president of the Colombian Coffee Federation, told the ICO's of panic, however, is Brazil, executive board meeting that it which at the weekend opened should take immediate action to export registrations for October.

Regulate the international coffee shipment at an unchanged minimum by the introduction of a minimum price level of \$1.50 a lb—quotas. Such a move would in future over-ride International \$1.30 a lb.

Plain tea price falls to two-year low

By OUR COMMODITIES STAFF

THE AVERAGE price of plain worse. East and Central African teas auctioned at the weekly producers had had particularly London sale yesterday fell to 65p its lowest level for about two years.

Quality grades fell 4p to 130p a kilo, while medium grades averaged 129p a kilo.

Mr. George Neale, president of the Tea Brokers' Association, said that the market was suffering from over-supply. Retail demand had been improving satisfactorily in line with recent price reductions, but there was still simply too much tea on offer.

He blamed what he termed the "Hattersley hiatus"—all tea sales were effectively stopped during March while Mr. Roy Hattersley, Prices Secretary, decided whether or not to impose a maximum retail price on tea.

But producers also had to carry their share of the blame for the sharp down-turn in prices. Encouraged by high prices at the London auctions, they had tended to over-do their exports to Britain.

Good weather conditions and heavy crops had made things worse.

Farmland fund trebles in a year

By Adrienne Gleeson

HILL SAMUEL'S Mutual Agricultural Property Fund trebled in size over the year to the end of March. At almost £13m in total, the fund, world coffee prices were £7.46 cents a clause at £1.33 a tonne—£221 a pound level at which quotas above the two-year low reached would be introduced under the terms of the agreement.

Any such action could only be taken at a full meeting of the International Coffee Council and would involve substantial renegotiation of the agreement. "The trigger price could not be left in isolation" one London dealer explained.

It would appear, therefore, that all Mr. Gomez Jaramillo achieved was to underline the point many producers feel at what they see as a coffee price crisis. In the long run this might push prices lower.

One producer showing no signs of panic, however, is Brazil, executive board meeting that it which at the weekend opened should take immediate action to export registrations for October.

Regulate the international coffee shipment at an unchanged minimum by the introduction of a minimum price level of \$1.50 a lb—quotas. Such a move would in future over-ride International \$1.30 a lb.

Cancer confirmed in 50 cattle

By CHRISTOPHER PARKES

THE TALLY of herds of cattle infected with a form of blood disease in Britain was formally acknowledged in London two weeks ago, officials said that this country is mounting.

Vets from the Ministry of Agriculture, who two weeks ago began a painstaking check on all farm cattle for handling the imported stock, have confirmed the presence of the disease in cattle.

But however enthusiastic its shareholders are about the longer term prospects for farmland, Mutual Agricultural's directors are none too confident of the immediate future.

In fact Mr. Douglas Allison, the chairman, says that the prices recently achieved on some vacant farms "offer the prospect of immediate returns that we view as unacceptable low."

The directors "should expect a decline in land values, but should expect such a setback to be only short-lived."

Nevertheless, Mutual Agricultural is continuing to negotiate new purchases, though concentrating for the moment on let farms, particularly those of high quality where a low immediate yield can more often be justified.

Last year the fund bought 11 farms, seven of them let, including its first hill farm, Hayfield and Doveholes in Derbyshire. At the end of the year it owned 24 farms, or almost 13,000 acres, of which 7,683 acres were let, while the remainder was farmed in hand.

As expected, the switch of funds from high yielding deposits into lower yielding farmland meant that the income distributed per unit declined last year, from £84.44 to £60.15. However, thanks in part to lettings, in part to an increase in the number of let farms, and in part to the fact that the money still on deposit is earning more, the fund should be able at least to maintain this distribution in the current year.

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in the country.

The West Bengal Tea Development Corporation, which is now running only two tea gardens after taking them over as uneconomic units, intends to take over five more failed gardens in Darjeeling and Dooars.

MOVE TO COMBAT GRASSHOPPERS

WASHINGTON, July 31.

THE U.S. Environmental Protection Agency has cleared the way for a broader application of four pesticides to combat plagues of grasshoppers raiding crops in Western states.

Reuter

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in the country.

The West Bengal Tea Development Corporation, which is now running only two tea gardens after taking them over as uneconomic units, intends to take over five more failed gardens in Darjeeling and Dooars.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in the country.

The West Bengal Tea Development Corporation, which is now running only two tea gardens after taking them over as uneconomic units, intends to take over five more failed gardens in Darjeeling and Dooars.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in income should be sufficient to satisfy unitholders.

The growers will hand over their output to the corporation for processing and marketing.

If the plan materialises, it will be the first co-operative tea plantation in North Bengal with member growers allotted one acre of land each.

Mr. John Silkin, Agriculture Minister, said: "The growth in income should be sufficient to satisfy unitholders."

Mr. Allison points out that between October 1976 and October 1977, the rents on farms surveyed by the Ministry of Agriculture, Fisheries and Food rose by an average 37.6 per cent.

He says it would be unreasonable to expect rents to continue to increase at this pace, but that the growth in

Tuesday August 1 1978

FRENCH AIR TRAFFIC CONTROLLERS PLAN FURTHER ACTION

Queues grow at European airports

BY MICHAEL DONNE IN LONDON AND DAVID CURRY IN PARIS

THE AIR travel chaos which has already stranded thousands of passengers at Western European airports may continue this week and get worse next weekend when French air traffic controllers resume their work-to-rule.

Later yesterday, the controllers said that, in the absence of any Government moves to negotiate on their claims for higher pay and better working conditions, they would continue their industrial action until Wednesday, and then resume it this weekend, for the fourth consecutive weekend.

The French Government is refusing to negotiate while the industrial action persists and M. Raymond Barre, the Prime Minister, has commented that the controllers should "come as quickly as possible to a better understanding of their responsibilities towards air travellers."

M. Joel le Theule, the Transport Minister, who says the action is "unjustified and unacceptable," has indicated that he will listen to the controllers' grievances when normal working has been resumed.

He claims that the controllers

are fully aware of the Government's intention to make special provision in next year's budget for investment to improve the quality of the equipment, and that recruitment of further staff will follow.

The controllers, who operate the four centres of Athis-Mons (Paris and the north-east); Brest; Bordeaux; and Aix, have so far maintained separate action.

The present action will end on Tuesday evening or Wednesday morning, depending on the centre, to be followed in most places by mass meetings. At the same time, delegates will attend a joint meeting, probably at Athis-Mons.

They claim better pay, integration of bonuses into salaries, immediate investment in modern equipment and an end to the system of dual civil and military controllers, which they claim limits employment and promotion.

Air traffic controllers are bracketed with police and prison officers in not having the legal right to strike.

The problem was worst again yesterday for holiday flights to Spanish resorts because the controllers, including bonuses, is

around FF 8,000 (£950) a month, pass through French airspace, which is less than a quarter of the earnings of senior pilots with severe problems but less acute than at the "holiday airports."

The controllers take charge of aircraft flying higher than 3,500 metres.

In the UK, airlines are unlikely to be able to clear the backlog of delays of up to 48 hours before the go-slow resumes on Friday.

Many airlines and airport managers openly wish that it were strictly rather than a work to rule, because they could then advise passengers either not to travel or make alternative arrangements.

As it is, all they can do is advise passengers to turn up and wait, or set schedules back 24 hours and ask passengers to telephone for advice before leaving the airport.

British Airways, the charter subsidiary of British Airways, yesterday set all its departures back by 24 hours, while Thomas

Holidays asked all clients travelling today to call 01-388 1241

for advice before leaving home.

The problem was worst again yesterday for holiday flights to

through Europe. The point is made that some of the difficulties of passengers waiting for these cheap flights stem from their own lack of understanding of the risks involved in travelling Stand-By at all—for example, in not recognising that there is no guarantee of a seat at all at any time.

• The British Airports Authority yesterday appealed to the High Court for an injunction restraining the scheduled airline from offering cheap Stand-By tickets for sale inside Terminal Three at Heathrow, and obliging them to sell those tickets only from their town offices.

• In Rome, union officials went ahead with plans for a 24-hour strike by ground staff and some pilots for Thursday, in protest bound to inconvenience many passengers and force some flight cancellations.

• Thomas Cook, the travel organisation, yesterday set up a £50,000 contingency fund to help clients stranded at British airports because of the industrial action by French air traffic controllers.

So far as the cheap-fare Stand-By and Laker Skyrain flights are concerned, the problem has

stemmed from unexpected pressures of demand and has nothing to do with the French controllers' dispute, except where flights destined for New York have been delayed while passing

through the UK.

• The Civil Aviation Authority

emphasised that this route had been devised solely to help ease the problem, and no airline was

disliked by pilots.

• In Rome, union officials went

ahead with plans for a 24-hour

strike by ground staff and some

pilots for Thursday, in protest

bound to inconvenience many

passengers and force some

flight cancellations.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

the problem, and no airline was

disliked by pilots.

• The Civil Aviation Authority

emphasised that this route had

been devised solely to help ease

<p